

FEB 12 1934

# THE Publishers' Weekly

*The American* BOOK TRADE JOURNAL

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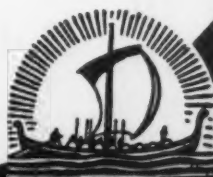
NO. 6

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## PARCHED EARTH

On Feb. 20th we shall publish under this title a novel by Arnold B. Armstrong which, if reader reports and advance reviews are good criteria, is certain to be one of the most important fiction items of 1934.

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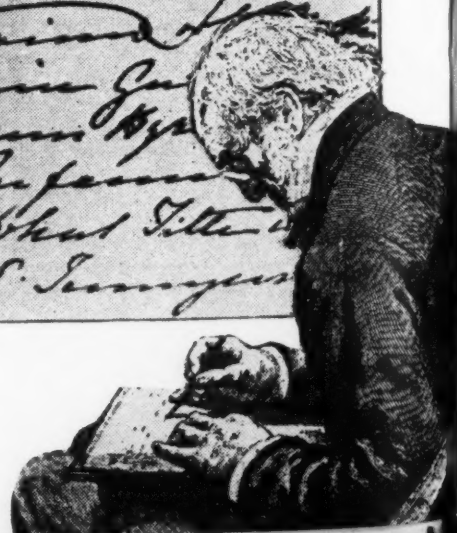
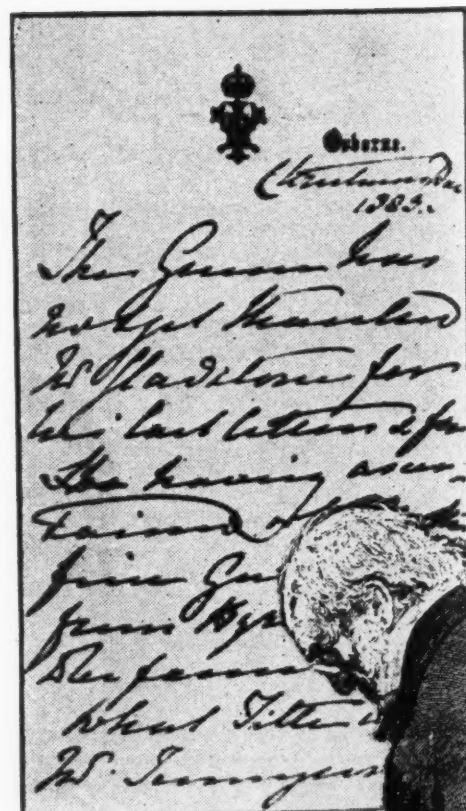
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To PHILIP GUEDALLA—author of *Palmerston, Palmerston and Gladstone*, and of the monumental life of *Wellington*—the Gladstone Estate has entrusted some 800 letters and telegrams from Queen Victoria, 900 from her private secretaries, and 4,500 letters from Mr. Gladstone. From this great collection, Mr. Guedalla has chosen the most interesting and the most significant, seven-eighths of which have never before appeared in book form. In an Introduction of some 50,000 words, Mr. Guedalla has written a brilliant short political and social history of Britain's greatest days.

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This box-car brings to the Country Life Press at Garden City, sufficient paper and cloth for approximately **31,000 more copies** of **WORK OF ART**—now in its **4th Large Printing**.

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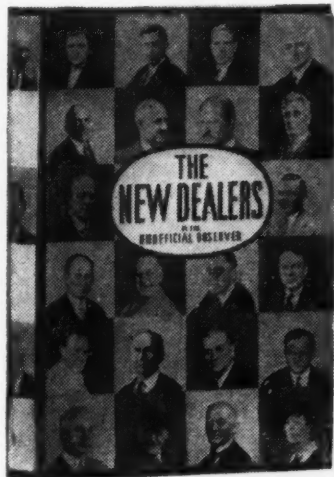
# REX BEACH


● "You blather about 'bad women' and 'good women'"  
God, how antedeluvian! Bad to whom? Good for what?  
Every 'good' woman is an actress and every actress . . . .


● In *MEN OF THE OUTER ISLANDS* Rex Beach offered a dramatic study of both primitive and civilized men under the influence of the tropics. Here, in this companion volume, he reveals a group of females whose origins are spectacular and whose problems are universal. Illustrated by Harry Brown, \$2.00, FARRAR AND RINEHART.


# MASKED WOMEN


from THE INNER SANCTUM of  
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 Your Correspondent has the feeling that this book may be a natural.

 Chapter after chapter has been coming in this past month from Washington, and there has been constant bickering here at *The Inner Sanctum* about who was to read the latest installment first. It's the sort of reading that makes the mouth water.


 Printers and proofreaders have been phoning, telling us that *The New Dealers* is the 1934 Dark Horse. The salesmen are turning verbal handsprings—but salesmen do that quite often.


 What is perhaps even more of an indication is that EUGENE MEYER, JR., read the advance proofs and is running *The New Dealers* as a serial exclusively in *The Washington Post*.


 Now, you may ask whether or not this is another *Washington Merry-Go-Round*. The answer is No—and great as the temptation is, we shan't refer to it as such. True, it is gossipy and spicy, and the author is intimately informed about the goings-on in Washington. He is definitely pro-ROOSEVELT, and while he takes a number of pokes at some of F. D. R.'s advisers and friends, he is not anti-administration. In his own words:

"While I have not taken to the keyhole of a political WINCHELL, to the muck-

rake or the bludgeon, I have not, in this book at least, hesitated to stick pins into toy balloons or to set off fire-crackers under political tin-cans. Hence I elect to follow the course of safety and not expose myself to the activities of the volunteer lynching-parties which always operate in the first two years of a new Administration to punish anything less than 100% endorsement of the new guy and all his works."

 Which is why the author prefers to remain anonymous. So far as we know, he, she or they were not in any way connected with *Washington Merry-Go-Round*.

 Outside of the serialization in *The Washington Post*, none of the material in this book has ever appeared in print. We are sending out advance copies only on special request on the part of booksellers (or their assistants) who have active accounts on our books. One hundred copies have been allotted for this purpose.

 Last minute news. . . . *The First World War* has averaged over a thousand copies a week for the last three weeks. . . . HAL SIMS has left on a whirlwind lecture tour and will probably be in your town soon. . . . So stock up on *Money Contract* and *The Sims Summary*. . . . With *More Power To You!* and *Life Begins at Forty* still battling it out among the non-fiction leaders, WALTER PITKIN is planning his new book, to be called, logically enough, *The Art of Relaxation*. . . . The files are fair bulging with letters from PITKIN fans which show the amazing way in which people are actually following the suggestions in *More Power To You!* and are completely reorganizing their lives in accordance with its energy theories. . . . Today the Four Prominent So-and-So's made a new recording of *Quartet for Prosperous Love Children* from OGDEN NASH's *Happy Days*. It will be available for general distribution to the trade in about two weeks, and sounds swell. . . . *Fun En Route*, edited by CLAY MORGAN, will be published by ESSANDESS early in April and it will do for wheels and rudders what *Fun in Bed* and *More Fun in Bed* have done for beds. . . . It will be a complete traveler's handbook for anyone who is going away anywhere at any time. . . . After reading *Nijinsky*, the life of the great Russian ballet dancer, as told by his wife, ROMOLA NIJINSKY, Y. C. gave his ankle a

nasty turn trying to cross his feet once in mid-air (NIJINSKY could do it *ten* times) . . . a silly thing to do, but the only way he could express his excitement at the prospect of publishing one of the most exciting books that has come in in years. . . . More about this in an early issue from an expectant

—ESSANDESS





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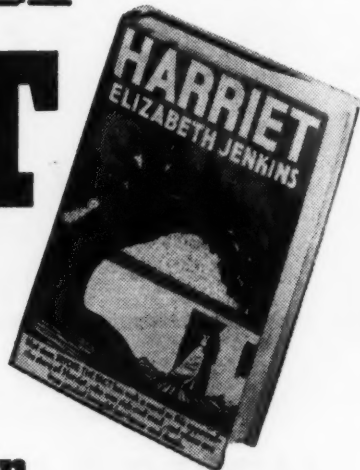
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# HARRIET

by Elizabeth Jenkins

News of *HARRIET* has already spread to this country, where it has received note in the N. Y. Times as a coming publication of interest. We guarantee you can recommend this novel to your choice customers with assurance of satisfaction.

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*Edmond Jaloux in Excelsior, Paris:* "A light that is sulphurous, almost satanic, bathes this tragic fresco out of which no hope emerges, a picture which no beam transfigures. Cruelty, cowardice, hypocrisy, misery, disease, suffering and death stalk unceasingly through the pages of this disturbing book. But it is not all sad. M. Louis-Ferdinand Céline has a fervor so natural and so spontaneous, such flashes of comedy, a humor so personal, that you often burst into laughter between two scenes which should make you weep."

*Henry Malherbe in L'Intransigeant, Paris:* "Here is a book which is making a sensation if not a scandal . . . Whatever may be one's reaction to this devastating book, whatever one may think of this Tolstoyism in vitriol, Dr. Céline's work threatens to destroy everything we have known and loved."

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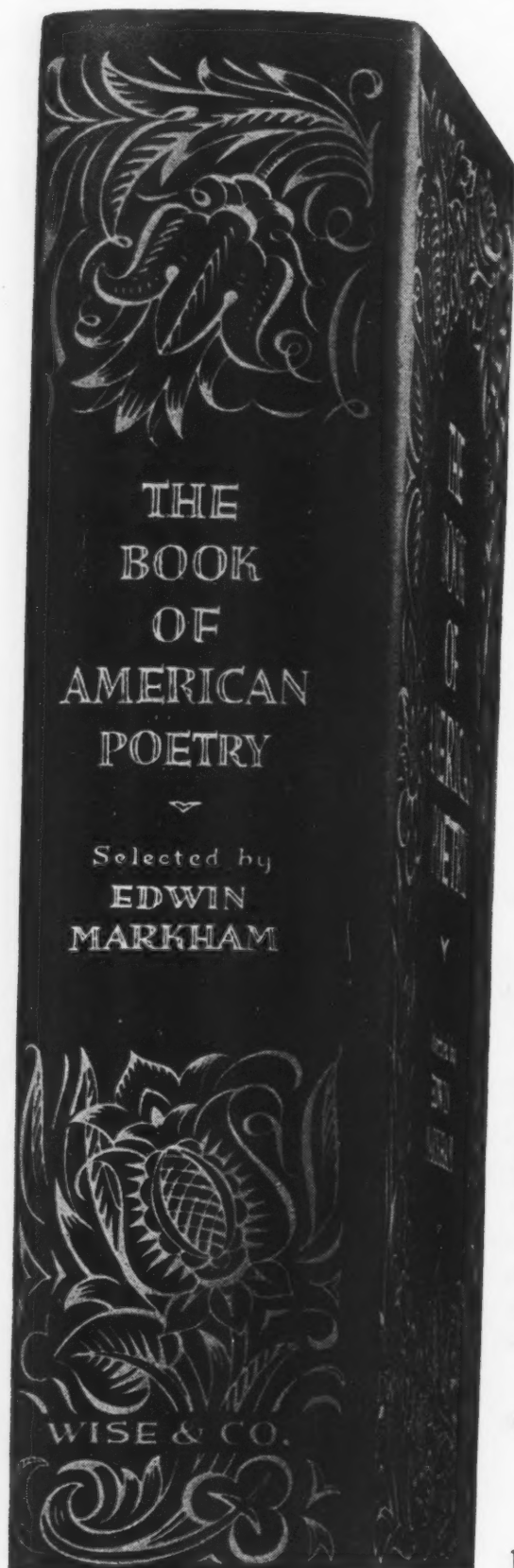
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# THE PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

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FEBRUARY 10, 1934

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## Do Publishers Know What Clergymen Read?

GUY EMERY SHIPLER

*Editor, The Churchman*

OFTEN I HAVE WISHED I might sit down with the book publishers of America and tell them how far afield most of them are in their conceptions of what clergymen and other church people read. I have made this harsh judgment partly on the basis of many years' experience with the kind of books publishers send to the religious press for review, if left to themselves.

Publishers get off on the wrong foot because they seem to have a deep-seated conviction that church people are a pale pink, sappy lot who are bound to be shocked at the facts of life; therefore they will read only "religious" books—what agonies that poor word "religious" has suffered!—and that their mental calibre is confined to the Laura Jean Libby alley. I suspect that such a misconception comes chiefly from the Puritanical influence, unfortunately wrought heavily into the background of our American life and breaking out now and then through fanatics who demand censorship, as well as from the stage and screen version of the clergy—the nice old missionary boob, with his out-moded frock coat and his umbrella tied with a string. There have been and are enough such to give some substance to the picture. I haven't noticed that any profession, however, is lacking in its nit-wits. People who hold this *American Mercury* conception of parsons should be catapulted into a group of modern clergymen at any of their clubs or other social gatherings. The Rev. G. A. Studdert-Kennedy ("Woodbine Willie" of World War fame) once said that it is as hard to shock a clergyman as it is to shock a policeman.

A few years ago Percy Sylvester Malone wrote a piece for *The Churchman* in which he told the story of how he was taken into a rector's study and of his amazement at the books displayed in his library. "The rector waved his hand over a number of shelves, which I found on examination to be filled with such a motley conglomeration of books as I have never seen or hope to see outside of a junkman's cart. It is useless to attempt to mention more than a few. 'The Bridge of San Luis Rey,' a few volumes of Shaw's plays, some of the late Samuel Crothers' essays, a volume of Bishop Williams' sermons, Lawrence's Arabian Tales, some tiny volumes of Clutton-Brock and L. P. Jacks, a book on Einstein's Relativity, Eugene O'Neill's 'Strange Interlude,' a book on the project system in education, the 'Old Soak's History of the World,' five mystery stories, a copy of the *American Mercury*, and one of the *Modern Churchman*, 'Jalna,' the Atlantic's prize novel, 'Death Comes for the Archbishop,' a biography of Alfred Smith, and so on. 'The inmates of these shelves are constantly changing,' said the rector. 'I need all of these in my preaching, pastoral work and administration. Perhaps the stupid American business man, who knows nothing but how to make money, can afford to specialize, to study only one subject, and vary it with just one amusement. But for us in the ministry everything human is interesting. . . . I believe that, with the possible exception of literary people and college professors—some of them—the average clergyman reads over

as wide a field as the members of any profession. And I do know that if the books read by all the clergymen of our church were enumerated there would be hardly anything left out."

Mr. Malone's list, if made today, would represent the same elements of diversity. One of my most efficient reviewers of mystery stories is a professor of Hebrew in a large theological seminary. I find it impossible to supply his demand. Another clergyman has one of the finest collections of books on baseball in America. It might be well for publishers to remember, also, that the ministry has produced the world's most shocking humorist, some of its best-known love-poets, its most bitter satirist, the discoverer of a fundamental law of heredity, the inventor of the flexible film, the first great student of the relation of birth control to population, the—but why go on? The list covers every field of human interest.

Now all of this may seem to be of minor importance to book publishers. In my opinion it is fundamental. Clergymen must of necessity reflect some knowledge of all those fields in which their congregations are interested. And in spite of the loud bellowing to the contrary, the rank and file of church congregations in America are not composed chiefly of morons and blue stockings. Take away from the publishers of newspapers, periodicals and books the market these church folk represent and there would be a hazardous increase in the amount of red on publishers' ledgers. The trade would gain better results from its advertising in religious journals if it could bear these facts in mind and write its copy accordingly.

It would be difficult to over-estimate the number of serious and sinister problems pressing on the church of today. There are doubtless people who go to church for no other purpose than to absorb a gospel of comfort. They are tired of facing the daily impact of an economic system gone wrong, and they want escape. Theirs is the old-fashioned other-worldly conception of religion. But I dare to assert that people of this sort are a minority among church groups. A hundred years ago Frederick Denison Maurice, followed by Charles Kingsley and others of equal import, smashed straight into the traditional church concept of other-worldliness, which had been stressed since

the third century. Approaching the problem from a sound theological basis, he declared that the major emphasis of the founder of Christianity was on a Kingdom of God for this world; not on some far-off, golden paved new Jerusalem. This group of leaders took England and the whole theological world by the ears. If their ideas penetrated the mass-mind slowly, as is usually the case, they nonetheless penetrated. Today a clergyman who fails to recognize that the genius of Christianity covers every field of life, and reflect that faith both in his sermons and other parish activities, is likely to be thrown down the front steps of his church, politely or otherwise.

Jesus stated that his purpose was to give people "life more abundantly." Just how, ask both the intelligent clergyman and layman today, can life be given more abundantly to millions of human beings forced to live in rotten slums; to girls in industry trying to eke out existence on slave-wages; to victims of psycho-neurosis and other diseases for whose care no efficient treatment is offered by society; to a public victimized by racketeering—in fact to all those who suffer from the maladjustments of our social order? Whose is the responsibility for correcting these abuses? Can the church, with its high concepts of the sacredness of the self, escape its part in that responsibility?

It is precisely because these problems and many like them are pressing so hard on church folk today that publishers should take note. How can a clergyman deal intelligently with these stains on democracy, either in sermons or in what are called more practical activities of parish life, unless he keeps up to date in his reading? It is because the "time is ripe, and rotten-ripe, for change" in the old patterns of the social order that there is a growing demand from clergymen and laymen for books covering these complex fields. Any church composed of a congregation of average intelligence in an enlightened community would find itself out of business tomorrow if it failed to take these problems and similar ones into account. And the Laura Jean Libby type of "literature" doesn't quite meet the need.

A clergyman whose book-shelves are barren of up-to-date volumes on economics these days is a rarity. Among the ministers of almost every denomination there are left wingers as well as right wingers. But

whether left or right, these men must know what is going on in the field of economic thought. It is true that they get no little "kick" out of reading the economists, and their sense of humor is tickled as they contemplate the diversity of thought among the élite. Their own profession has no corner on dogmatists! These men know that they cannot stand before a modern congregation and "get by" without knowing something about the economic movements in our present chaotic world. In my contacts with clergymen, which are, of necessity, rather inclusive, I have found them far better informed than the average layman on economic subjects. Their information is not picked out of thin air by some mediaeval hocus-pocus; it is got by serious reading of contemporary books and periodicals. They make no pretentious claims to being expert economists; but they don't confuse Karl Marx with the Marx Brothers or J. C. Keynes with Eddie Cantor.

What of science? I can hear someone protesting at this point, "But surely, no one can expect a clergyman to know anything about modern science!" To which I pronounce a vulgar, "Oh, yeah?" I have already indicated a few of the contributions made by clergymen to scientific thought; the list could be greatly amplified. These, I readily admit, are exceptions. If the ministry of today produces no Einsteins, it is equally true that the clergy keep themselves well informed on what leading scientists are saying and doing. The alleged "conflict between science and religion" alone would keep them on their intellectual toes and force them to read, as they do, the works of such men as Eddington, Jeans, Haldane and Millikan. In-

cidentally, one of the contemporary mathematicians most widely esteemed by scientists in England is none other than Bishop Barnes.

Mr. Malone said that his rector justified the cosmopolitan character of his library on the ground that "in the ministry everything human is interesting." That interest includes the drama. Parsons know good plays because they see them and read them. Among the staunchest supporters of the little theater movement in America are clergymen. A modern minister reads widely, also, in the field of psychology and psychiatry. He is forced to do so, for rare is the day in his pastoral experience when he is not faced by maladjustments coming within these categories. Also, his task as a religious teacher, not only in the pulpit but in study groups and the church school, compels him to read extensively what is being said by educational experts. As to sociology, politics and biography, they are food and drink to parsons.

To sum up, I have been trying to point out that there is no field of reading in which the clergyman is not at home—except, possibly, the tabloids, and I suspect that some of them read the tabloids behind *The Churchman*! If I have stressed the clergyman's reading tastes more than those of his congregation, I have done so chiefly to indicate that if parsons are not too pious or too dumb to indulge in reading in all fields, the congregations to whom they minister are not likely to be so.

The bibliography appended is but a brief cross-section of comparatively recent books which have been widely read by church people:

<i>Title</i>	<i>Author</i>	<i>Publisher</i>
Mandoa, Mandoa!	Winifred Holtby	Macmillan
Spinoza and Buddha	S. M. Melamed	University of Chicago Press
The Universe of Light	Sir Wm. Bragg	Macmillan
The Crimson Queen	Daniel Henderson	Duffield & Green
The Eugenic Predicament	S. J. Holmes	Harcourt, Brace
The New Morality	G. E. Newsom	Scribner
Peter Abelard	Helen Waddell	Holt
Songs of Praise Discussed	Compiled by Percy Dearmer	Oxford Univ. Press
The Woods Colt	Thames Williamson	Harcourt Brace
Strange Victory	Sara Teasdale	Macmillan
The Short Bible	Edited by Edgar J. Goodspeed and J. M. Powis Smith	Univ. of Chicago



John Henry Newman	J. Elliot Ross	Norton
Preachers Present Arms	Ray H. Abrams	Round Table
The Christian Belief in God	Alfred E. Garvie	Harper
Anthony Adverse	Hervey Allen	Farrar & Rinehart
Within This Present	Barnes	Houghton Mifflin
One More River	Galsworthy	Scribner
As the Earth Turns	Carroll	Macmillan
Magnificent Obsession	Douglas	Willet
Dragon Murder Case	Van Dine	Scribner
Crowded Hours	Alice Longworth	Scribner
Marie Antoinette	Zweig	Viking
The Edwardian Era	Maurois	Appleton
100,000,000 Guinea Pigs	Kallet	Vanguard
The First World War	Stallings	Simon & Schuster
The Great Offensive	Maurice Hindus	Smith & Haas
Toward Liquor Control	Fosdick & Scott	Harper
Christ in the Silence	C. F. Andrews	Abingdon
Inflation and Your Money	Edward H. Collins	Duffield & Green
Christianity and Communism	Wood	Round Table
Whither Asia	Saunders	Macmillan
Adult Education and Social Scene	R. Kotinsky	Appleton-Century
Ah, Wilderness!	O'Neill	Random House
Best Poems of 1933	Selected by T. Moul	Harcourt, Brace
Samuel Pepys	Bryant	Macmillan
The Book of Good Deeds	Edited by Diebold	Farrar & Rinehart
Motion Pictures and the Social	Petersen and Thur-	
Attitudes of Children	stone	Macmillan
The Armament Racket	Widdrington	Morehouse
Autobiography of Alice B. Toklas	Gertrude Stein	Harcourt, Brace
Beethoven as He Lived	Specht	Smith & Haas
Beveridge and the Progressive Era	Bowers	Houghton Mifflin
Blind in School and Society	Cutsforth	Appleton-Century
The Coming Struggle for Power	Strachey	Covici-Friede
The Crime of Cuba	Beals	Lippincott
Cry Havoc!	Nichols	Doubleday
Richard Harding Davis	Downey	Scribner
Death in the Woods and Other		
Stories	Sherwood Anderson	Liveright
Mrs. Eddy as I knew Her	Edited by S. Kennedy	Farallon Press
Mellon's Millions	O'Connor	Day
Our Wonderland of Bureaucracy	Beck	Macmillan
Out of My Life and Thought	Schweitzer	Holt
Oxford Companion to English Literature	Harvey	Oxford
Philosophy of Henry George	Geiger	Macmillan
A Practical Program for America	Hazlitt	Harcourt
Rural Social Trends	Brunner and Kolb	McGraw-Hill
Scientific Theory and Religion	Barnes	Macmillan
The Testament of Youth	Brittain	Macmillan
Time, Matter and Values	Millikan	Univ. of N. Carolina
Mark Twain	Leacock	Appleton
Union Square	Halper	Viking

## Reading as a Leisure Time Interest

*A Recent Study by the Y.W.C.A. Shows That Reading Is the Most Important Leisure Time Interest of Young Business Women*

PROMPTED BY RECOGNITION of their opportunities and their responsibilities as one by one our large corporations and smaller business concerns have pledged allegiance to the Blue Eagle and have put into effect the five-day week with its corollary of more leisure, the National Board of the Y.W.C.A. has recently completed an extensive investigation of the leisure time interests and activities of over a thousand of young business and professional women.

A questionnaire was sent out asking for information about leisure time activities and interests, and the girls were asked to keep a three-day diary divided into half hour intervals showing what they did in a work day, a Saturday and a Sunday. Sixteen hundred questionnaires were distributed in the late spring and early summer of 1931; five hundred and ninety-eight were filled or 37.4%. At first the answers were divided into a Y.W.C.A. group and a non-Y.W.C.A. group, but the results were so similar that this classification was abandoned. A classification was made of girls who lived in the metropolitan area of New York and Boston; those who lived in industrial cities like Bridgeport and Hartford, and those who lived in simpler cities like Portland and Bangor. The girls were divided into two groups—professional and business. The age range was from 17 to 36, with a majority between 20 and 30, and the average age between 24 and 25. Salaries ranged from \$10. to \$50. a week, with an average of \$24. or \$25., the girls in the professional group averaging about \$7. higher than in the business group.

In the professional group over half the girls were public school teachers and nurses and most of the rest were librarians. The girls in the business group were secretaries, stenographers, typists, clerks, telephone operators, a few had administrative and executive jobs. The business girls were primarily high school graduates, with 12% having gone to

college, and 2% graduates. In the professional group 59% went to college of which 24% were graduates. About 35% of the business group had been to business school; 7% to 10% of the professional group attended business school. There was slightly more miscellaneous education in the metropolitan group than in the group coming from industrial and smaller city groups. 93% of the girls were single, 77% of the professional women and 80% of the business girls lived at home.

It was found that the girls' time was divided up into time for sleeping, personal care, eating, home duties, transportation, work and leisure. Out of a 24 hour day, about 4¾ hours could be given to leisure. Fewer in the professional group worked on Saturdays than in the business group. A list was made of 41 leisure activities and interests, and the girls were asked to indicate their interest in the activities listed, that is, the ones to which they would give their time if they could, and against this was checked from the diary their actual participation in these same or other activities.

It was found that there was a greater interest than actual participation in these activities: movies, theatre, concerts, giving parties, horseback riding, boating, picnics, more education and travel. There was a greater participation than interest in cards, shopping, handicrafts, sewing, nature, gardening, helping around the house, letter writing and church. The interest and participation was approximately the same as in vaudeville, parties with girls, automobile riding, dates, dancing, dramatics, tennis, golf, swimming, lectures and creative writing.

It was found that in general the business group was more nearly doing what it wanted to do than the professional group. Apparently, although the professional groups had higher education and higher salaries, its standard of living was so high that the girls could not afford to do the things they wanted

to do. In general the girls were doing in their leisure time the things that cost the least money, and the discrepancies between interest and participation were to be noted chiefly between the desire to do things like travel and the inability to do them.

Reading was the most important leisure time activity. More girls wanted to read than wanted to do anything else, and more girls did read than do anything else, and more hours were given to reading than to anything else. Fiction predominated, but the girls in the professional group read more non-fiction than the girls in the business group. In the professional group 41.9% gave reading as a leisure time occupation, and 32.3% in the business group. The greatest amount of reading was done on Sunday; there was a smaller number of readers in metropolitan than in the other communities.

Of the 1400 books reported read 755 were different books. The following list of books was read by ten or more girls:

A similar study of leisure time activities was made in the case of high school girls, and again reading won a high place on the list, although it was not first, as in the case of the business-professional groups. The returns from the 4900 questionnaires sent to high school girls were classified into four groups: 1—large town and city group; 2—small town and rural area group; 3—Negro group; 4—native white group; 5—second generation group. In both the first two groups reading was third in popularity, preceded in the city group by listening to the radio and attending clubs; in the rural group by housework and school activities. In groups 3, 4, and 5 reading was second in popularity, preceded in the Negro and second generation groups by housework, and in the native white group by listening to the radio.

The Y.W.C.A. deductions from the high-school study are that these girls present the same problems as those of the whole social fabric in respect with "what to do with leisure."

## 1932

<i>Author</i>	<i>Title</i>	<i>Number of girls reporting</i>
Norris, Charles G.	"Seed"	37
Ferber, Edna	"Cimarron"	22
Barnes, Margaret Ayer	"Years of Grace"	22
Halliburton, Richard	"Royal Road to Romance"	17
Marie, Grand Duchess	"Education of a Princess"	15
La Farge, Oliver	"Laughing Boy"	14
Munthe, Axel	"Story of San Michele"	13
Priestley, J. B.	"Angel Pavement"	11
Deeping, Warwick	"Bridge of Desire"	11
Remarque, Erich	"All Quiet on the Western Front"	10
Hurst, Fannie	"Back Street"	10
Norris, Kathleen	"Love of Julie Borel"	10
Norris, Kathleen	"Margaret Yorke"	10
Bailey, Temple	"Wild Wind"	10

## 1933

Buck, Pearl	"The Good Earth"	72
Cather, Willa	"Shadows on the Rock"	27
Barnes, Margaret Ayer	"Years of Grace"	27
Baum, Vicki	"Grand Hotel"	26
Ferber, Edna	"American Beauty"	14
Norris, Kathleen	"Belle-Mere"	13
Aldrich, Bess Streeter	"Wild Bird Flying"	13
Walpole, Hugh	"Judith Paris"	12
Munthe, Axel	"Story of San Michele"	12
Foster, Larry	"Larry"	11
Deeping, Warwick	"Ten Commandments"	11
O'Neill, Eugene	"Mourning Becomes Electra"	10



## Customers' Choice

WE HAVE ALWAYS WONDERED whether the average bookstore found it easy or difficult to effect an introduction between religious books and their potential customers. While, on the one hand, it is fairly easy to discover who the potential customers are, it is not, on the other, quite so easy to determine just what type of book each customer will want. Divergent points of view and variations in belief make one man's religious book another man's poison. Our inquiries through the trade lead us to believe that, quite naturally, the denominational book houses have the greatest success in marketing books of a religious nature. Some general booksellers, though, have been able to build up a successful business in religious titles by studying their local situations carefully.

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It has always been a popular belief that religious books sold best during Lent. This is partly true, although several booksellers have reported an equal amount of business around Christmas time, and some say that there is a fairly steady market the year round. F. D. Randolph, Jr., manager of the New England branch of the American Baptist Publication Society, one of the denominational houses, for instance, tells us that religious books sell throughout the year with the greatest volume at Christmas and Easter. "When we get a good religious book like Stanley Jones' 'Christ and Human Suffering' or 'God at Work' by William Adams Brown," he says, "it is not hard to sell. Sometimes these headliners help to increase the sale of other books. I believe that religious books are just as easy to sell now as they were five years ago, but you must know your customer. If you do, you can suggest to him the book you know he will be interested in and in most cases you will sell the book. But you must remember that different books sell to different customers."

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Bibles, Mr. Randolph finds, are a great help to the religious bookstore. They sell throughout the year, with the greatest sales at two seasons, Children's Day in June and Rally Day in September, when Bibles are bought for rewards to Sunday School schol-

ars. This store keeps a record of what each Sunday School orders each year, and at the appropriate time the Sunday School is notified of the quantity ordered the year before, with the number and price. In most cases the schools reorder the same quantity and edition. In this way the stock can be limited to the types which are being sold to the schools. In the past three years less expensive Bibles have been most in demand.

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"Magnificent Obsession" and "Forgive Us Our Trespasses" have been two headliners at this store, and Mr. Randolph looks forward to big sales from "Hand of Bronze" by B. Jenkins (*Willett, Clark*). Other best religious sellers have been "The Career and Significance of Jesus" by W. B. Denny (*Nelson*), "Come Holy Spirit," by Karl Barth (*Round Table Press*), "What Men Are Asking," by Henry Sloane Coffin (*Cokesbury*), "Hope of the World" by Harry Emerson Fosdick (*Harper*), "God at Work" by William Adams Brown (*Scribner*), "Christ and Human Suffering" by E. Stanley Jones (*Abingdon*), "Sermons for Everyday Living" by Albert W. Beaven (*Judson Press*) and "Bibles in the Quest of Life" by Bruce Curry (*Oxford*). Any book on the Oxford Group Movement, Mr. Randolph says, sells well with any religious bookstore.

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Another store specializing in religious books is the Church Book House in Chicago, which sells books mainly to Sunday School teachers and leaders and is the regular Diocesan Supply House for the Episcopal Denomination in the Chicago area. Episcopal books find their greatest sale during the Lenten season, except for Church School books which are sold mainly in September and October. The Church Book House has found that in the Episcopal sales books on the Oxford Movement, which celebrated its Centenary in 1933 (*not* the Oxford Group Movement) have been among the best sellers. Novels by John Rathbone Oliver, as well as his "Psychiatry and Mental Health," have sold well during the year, better even than "Magnificent Obsession." Novels with a religious point of view are greatly in demand.

H. Melville Mills, president of the Church Book House, tells us that books above \$1 have been difficult to sell recently as compared with five years ago. Bible sales have been excellent, with the greatest demand for the cheaper editions. Customers among the fundamentalist group ask most often for books by A. C. Gaebelein, G. Campbell Morgan, William Evand and James M. Gray, while the more modernist group asks for books by Harry Emerson Fosdick and the titles published by the University of Chicago Press. "For Sinners Only" (*Harper*) also had a good sale here.



At the Church Book Shop in Minneapolis the bulk of the business comes between September and Easter, with peaks at Christmas and Easter, when books are used as gifts. Mrs. J. E. Hanzlik, the manager, tells us that novels with a religious background must have an author who is somewhat known, or they do not sell well. Novels in general do not sell as well as the purely devotional type of book. Just now Mrs. Hanzlik finds that religious books rent even better than they sell, although more Bibles were sold last Christmas than in a number of years. The best selling titles this year have been the *Harper's Monthly Pulpit* series which sells at \$1, together with "Christ and Human Suffering" and "Hope of the World."



Miller's in Atlanta, Georgia, sold more Bibles during the past year, particularly during the holiday season, than at any time in the past six years, and is confident that the sale this year will be even better. This store carries a representative stock of two lines and uses "specials" whenever it can obtain them. Window displays are frequently used for selling Bibles. Besides the standard versions, "The Short Bible" (*University of Chicago Press*) has had a good sale in Miller's, along with such titles as "Christ and Human Suffering," "Daily Communion" by S. M. Glasgow, and "The Other Wise Man" by Dr. Henry Van Dyke, which revived in popularity last fall. Devotional books such as "Daily Strength for Daily Needs," "God's Minute" and "God's Message" have also been popular.



G. E. Govan tells us that the T. H. Payne Co. in Chattanooga, Tenn., finds a fairly steady sale for religious titles throughout the

year, with Bibles selling readily. Best sellers have been "Christ and Human Suffering," "Hope of the World" and "What Men Are Asking."



H. S. Hutchinson & Co. in New Bedford, Mass., sells religious books mostly at Christmas and Easter. Many Common Prayer Books and Bibles are sold at Easter time, and at Christmas Bibles and New Testaments are bought as gifts. While Bibles still sell readily, religious books are harder to sell than they were five years ago, and there is little demand for religious novels, Robert C. Saltmarsh reports. Best selling religious books last Christmas were Hurlbut's "Story of the Bible," Hurlbut's "Life of Christ," books by Bruce Barton and Harry Emerson Fosdick, "God's Minute," "The Optimists' Good Morning" and "The Optimists' Good Night" by Florence Perin and "Daily Strength for Daily Needs."



Morris Sanford in Cedar Rapids, Iowa, says that, while he has never featured religious books, feeling that the possibilities in this field are limited by the activities of the denominational bookstores, he has always tried to secure all of this type of business it was possible to get without price cutting or unreasonable expense of solicitation. Religious business in this store is spread throughout the year with a distinct peak at the Christmas season. Mr. Sanford feels that it is hard nowadays to sell a religious book that voices a narrow creed, but that, on the other hand, there has grown up a tremendous interest in books of popular philosophy with a distinctly religious background. There is a steady and continuing demand for Bibles. During the past two years the Morris Sanford Co. has had a curious experience with the sale of Bibles in four different cities in which it was conducting book stock liquidating sales. In one of these cities, an industrial city with a large number of churches, Protestant predominating, there was a continuing demand for all the various types of Bibles in stock. In two other communities of similar size but with a large proportion of foreign-born population, it was almost impossible to sell Bibles. From this Mr. Sanford deduces that it is up to the local dealer to study his own community and adapt himself to its needs.

Best sellers among religious titles at the Morris Sanford Co., have been "The Hope of the World," "What Can We Believe?" by James G. Gilkey, "The Prophets of Israel" by Costen J. Harrell and "The Short Bible."

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Just to show how impossible it is to generalize, Lambert Grant in Utica, N. Y., says: "Particularly alarming to us is the drop in the sale of Bibles during the past four or five years, especially this last year." "The clergy, of course, has been hard hit with everyone else during the depression," Mr. Grant adds. "Salaries, which were never sufficient except in very few cases, have been lowered, with the result that many of the men who formerly bought a few books during the year, now have to rely on the public libraries. We believe that the need and the desire to have and purchase religious books still is there, but it is strictly governed by a lack of cash. The only possibility of any volume business in the religious book line rests, of course, with the general business, and the trend has undoubtedly been away from religious topics, rather than toward it."

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Mrs. Otto Claitor of The Bookshop in Baton Rouge, Louisiana, writes: "If we had to select one book that was a steady best seller in our shop it would be the Bible." This shop carries a complete line of Bibles ranging in price from 75 cents to \$7.50, and finds that the King James version is the most popular. An effective selling idea in this shop is the segregation of religious dollar books in a section by themselves, books such as Papini's "Life of Christ," "This Believing World," by Lewis Browne, all of the Bruce Barton dollar titles and "The Son of Man" by Emil Ludwig.

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The Bookshop also has a large rental library in which books such as "Magnificent Obsession," "Forgive Us Our Trespasses," "Sing to the Sun," and "Green Doors," rent unusually well. Louisiana is a strong Catholic state, so that books recommended by the *Commonweal* and other Catholic magazines are in constant demand. Both Catholic priests and Protestant clergymen are among the shop's best customers, and they have learned that if a book they want is not in stock Mrs. Claitor will supply it quickly.

Religious books for children, Mrs. Claitor says, sell about as readily as adult books. Bible stories of all kinds are in demand at Christmas time, with the Hurlbut books leading in popularity.

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Floy C. Podesta of the A. R. Taylor Co., in Memphis, Tenn., writes that there is a growing demand for religious books and that Bibles are among the store's best sellers. The various lives of Christ and Bible dictionaries and Concordances are in constant demand, as are such devotional titles as "God's Minute," "Daily Strength for Daily Needs" and "Streams in the Desert."

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The appearance of "The Short Bible" on numerous best seller lists led us to write the University of Chicago Press to ask just how this book was being promoted. Retailers, we are told, have been using the attractive red and gold window card furnished by the Press, and have mailed or distributed in the store some 100,000 imprinted circulars. Many dealers displayed the book in their windows just before Christmas, using to very good advantage alternate copies of the jacketed and unjacketed book, together with posters. Several dealers sent copies to leading ministers in their cities which had a good effect in creating word-of-mouth advertising. The University of Chicago Press is now urging dealers to back up its extensive spring advertising campaign on "The Short Bible" pointing to Easter sales. There will be a special purple and gold window card for this campaign. Dealers who are in touch with local churches could very profitably cultivate that market. One church ordered 100 copies of "The Short Bible" direct from the publisher for resale to its members, and dealers who are closer to the situation could undoubtedly discover many more such fields.

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Latest figures just received from Marjorie Tyler re-point the axiom that the Bible is the best seller, always. The third large printing is nearly exhausted and the fourth printing, making a total of 20,000, is nearly ready. The University of Chicago Press has prepared a new display card, in preparation for Easter sales, and is also planning to spend another \$500 for advertising in *Harper's*, the *Saturday Review*, *Herald-Tribune Books*, *Christian Science Monitor* and *Christian Century*.



From the Chicago office of the Methodist Book Concern, W. C. Hyde, merchandise manager, is of the opinion that the bulk of religious book business is like that of any other classification in that the best sale develops, not so much at a certain time of year as when books are published which the public demands, and gives "Christ and Human Suffering" as a case in point. Mr. Hyde feels that religious books can be sold more readily today than at any other time, because a greater potential market has been developed through outstanding religious authors who have enjoyed a wide sale. The best sellers at present are "Christ and Human Suffering," "I Follow the Road" by Anne Byrd Payson (Abingdon), "Hope of the World," "Facing Our Day" by William C. Covert (Abingdon), "What Men Are Asking" and "God at Work."



Lovick Pierce, manager for Whitmore & Smith, agents in Dallas, Texas, for the Methodist Publishing House, says that the books falling in the religious category which are having the best sale today are those dealing honestly and in a matter-of-fact way with the vital questions of the day. Those of worth, he says, usually find some market, while the imitations fall by the wayside. His experience is that religious books are harder to sell now than they were five years ago, as there are fewer people able to buy them, and the subject matter is very much more difficult to get into manuscript form. Bibles, however, continue to sell readily, comparatively speaking. Best selling titles here are "What Men Are Asking," "Christ and Human Suffering," "American Preachers of Today" by Edgar DeWitt Jones (Bobbs-Merrill), "Hope of the World," "The Career and Significance of Jesus," "God at Work," "What Can We Believe?" by James Gordon Gilkey (Macmillan), "The Courage that Propels" by Gerald Ray Jordan (Cokesbury), and "Preaching Values in the Old Testament," by Halford E. Luccock (Abingdon).



At the University of Chicago Bookstore, Fred H. Tracht tells us there is a good business in religious books throughout the year. There is no demand for religious novels outside of the isolated case of "Magnificent Obsession." The clientele of this store is not interested in creeds, but rather in

problems. More than 100 copies of "The Short Bible" have been sold through prominent window and store displays. Books in active demand are "Managing One's Self" by James Gordon Gilkey (Macmillan), "Rethinking Missions," (Harper), "Hope of the World," the books of E. Stanley Jones, "Religion and Psychology of Religious Experience," by Edward S. Ames (Red Label), "Moral Man and Immoral Society," by Reinhold Niebuhr (Scribner), "Psychiatry and Mental Health," by John Rathbone Oliver (Scribner), and "Character in Human Relations," by Hugh Hartshorne (Scribner).



Burrows Brothers in Cleveland finds the religious business scattered throughout the year, with concentration, if any, at Christmas time. Bibles, Devotional Books and Prayer Books lead in sales, followed by modern translations and helps to the study of the Bible, collected sermons and lectures, Bible picture and Bible story books for children and books with missionary appeal. Daniel F. Waugh, manager of the department, believes that the success of "Magnificent Obsession" was an isolated case and not typical of religious novels. Religious books, Mr. Waugh says, are easier to sell now than they were five years ago, as people seem to turn to more spiritual things during times of trouble and desperate need. Bibles continue to sell readily, but cheaper bindings are more in demand than formerly. Best selling titles are "For Sinners Only" by Arthur J. Russell (Harper), "Hope of the World," "Christ of the Mount" and the *Harpers Monthly Pulpit*.



Christmas is the best season at the Religious Book Shop in Concord, New Hampshire, too, for religious books, though Easter is also a peak period. Here religious books are selling better than they did five years ago, and people want cheaper books. It is difficult now to get people to purchase books costing more than \$1.40, says Edward A. Dame, superintendent of the shop. Bibles still sell readily, although now they are selling many for \$1, where formerly people paid \$2 or \$2.50. Books on everyday religion sell better than books of sermons. Present best sellers are E. Stanley Jones' "Christ and Human Suffering," Harry Emerson Fosdick's "Hope of the World" and James Gordon Gilkey's "What Can We Believe?"



*E. Stanley Jones*

Since the books of E. Stanley Jones appeared as best sellers among the titles sent us by nearly every store, we asked Arthur F. Stevens of the Methodist Book Company to give us some figures on their sales. He told us that it was in 1925 that the first of the E. Stanley Jones titles, now familiar to every bookseller, "Christ of the Indian Road," appeared. Within six months of publication 15,500 copies had been printed. Three years later, when the second title, "Christ at the Round Table," appeared, 51,000 copies were printed in the first six months. In 1929, "Christ of Every Road" also sold 51,000 in the first six months. Two titles have followed, "Christ of the Mount" in 1931, and "Christ and Human Suffering" published in 1933, and named by many booksellers as the best selling current religious book.

Editions of each of Stanley Jones' books have been published in Canada and England, as well as in the United States. In addition, all five have been translated into Dutch and published in Holland, translated into Swedish and published in Sweden. Four of the titles have been published in

German, Chinese and Japanese; three in Finnish; two in Danish, Hungarian, Icelandic, Burmese and Korean, and one in Arabic, Spanish and Bulgarian. Four of the five have been printed in Braille for the blind. The total sales of the books in the various languages, including the English, were approximately 750,000 up to December of last year.

Dr. Jones is officially a missionary of the Methodist Episcopal Church, serving among the high-caste, educated and student groups in India. In addition to this, however, he conducts evangelistic meetings in the United States and has held series of these meetings in Japan, Korea, Malaya, Burma and South America. He has three times refused to be elected a bishop of the Methodist Episcopal Church, preferring to carry on his ministry in Asia. He is a personal friend of Rabin-dranath Tagore, under whom he has studied, Mahatma Gandhi, and numerous leaders of Indian thought.

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J. G. Youngquist, manager of the Augustana Book Concern in Rock Island, Illinois, has not noticed a trend toward any particular type of religious book. The trend, he says, has been to cheaper books. The Augustana Book Concern has always had a good volume of sales on Bibles. During the past five years, however, the volume has dropped about \$10,000, because of the demand for lower-priced Bibles. The number of copies sold has not dropped very much, but the price of copies averages about \$1 or \$1.25 now in contrast to former prices of from \$2 to \$3.

The best season at the Augustana Book Concern is during the first three weeks of December. There is a second peak during the few weeks preceding Easter, and another in September and October, when there is a brisk demand for Sunday school textbooks. Sales during January, 1933, were 35% less than during January, 1932, whereas in 1934, January sales exceed 1933 by 35%. Mr. Youngquist believes this to be the encouraging indication that the bottom of the slump has been reached, and that we are now on the way up.

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At Stewart's, in Indianapolis, religious books, especially before Christmas and Easter, are easier to sell now than they were five years ago and Bibles sell readily.

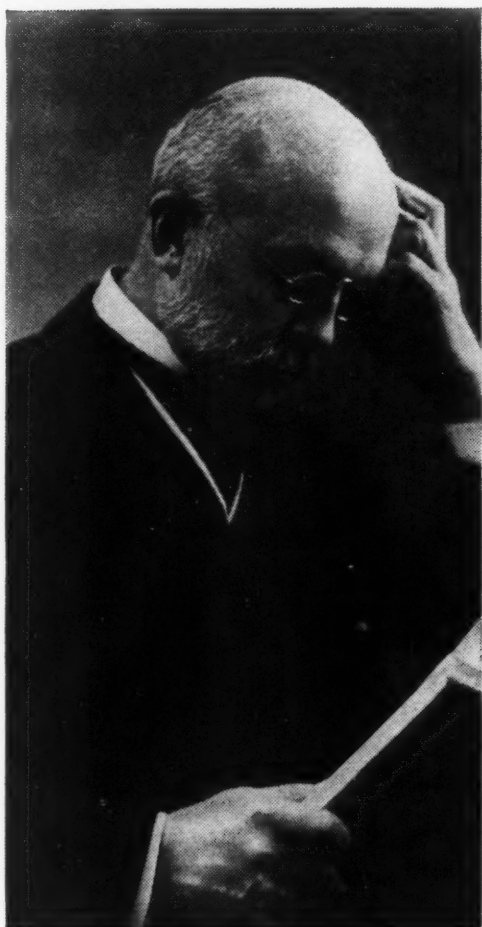
# Some New Religious Books

## *A List Reprinted From the Books of the Month*

- "Ancient Wives and Modern Husbands," by Clarence E. Macartney. *Cokesbury*, \$1.25.  
 "And the Life Everlasting," by John Baillie. *Scribner*, \$2.50.  
 "Autobiography of a Pagan," by Victor C. Kitchen. *Harper*, \$1.50.  
 "The Bells of the Madonna," by Belle R. Laverack. *Beacon Press*, \$1.25.  
 "Can Christ Save Society," by A. E. Garvie. *Abingdon*, \$1.  
 "Can I Know God," by Frederick B. Fisher. *Harpers Monthly Pulpit*, \$1.  
 "Character: Bad," edited by Kenneth I. Brown. *Harper*, \$2.  
 "Child Learning and Human Experience," by Angus MacLean. *Beacon Press*, \$2.  
 "Christ in the Silence," by C. F. Andrews. *Abingdon*, \$1.50.  
 "The Church Looks Ahead," edited by Charles E. Schofield. *Macmillan*, \$2.50.  
 "The Commonplace Prodigal," by Allan Knight Chalmers. *Holt*, \$1.75.  
 "Comrades in Courage," by Ivan Lee Holt. *Harpers Monthly Pulpit*, \$1.  
 "Conversion," by Arthur D. Nock. *Oxford*, \$5.  
 "Creative Men," by Bishop William F. McDowell. *Abingdon*, \$2.  
 "Discipleship," by Leslie D. Weatherhead. *Abingdon*, \$1.  
 "Elemental Religion," by L. P. Jacks. *Harper*, \$1.50.  
 "Facing Our Day," by William Chalmers Covert. *Abingdon*, \$1.50.  
 "For Christ's Sake; a Biography of Paul," by F. A. Spencer. *Harper*, \$3.  
 "The Four Gospels," tr. by George M. Lamsa. *A. J. Holman Co.*, \$2.50.  
 "Girls Who Became Artists," by Winifred and Frances Kirkland. *Harper*, \$1.  
 "God at Work: A Study of the Supernatural," by William A. Brown. *Scribner*, \$2.50.  
 "God, Man, and Society," by Rev. V. A. Demant. *Morehouse*, \$2.  
 "God's Minute," by 365 preachers and laymen. *Winston*, cloth, \$60.  
 "God's Message," by 365 clergymen. *Winston*, cloth, \$60.  
 "God's Turn," by Henry Sloane Coffin. *Harpers Monthly Pulpit*, \$1.  
 "Great Questions of the Last Week," by B. H. Bruner. *Cokesbury Press*, \$1.  
 "Hurlbut's Story of the Bible," by Jesse L. Hurlbut. *Winston*, \$2.  
 "I Follow the Road," by Anne Byrd Payson. *Abingdon*, \$1.  
 "Imagination and Religion," by Rev. Lindsay Dewar. *Morehouse*, \$1.50.  
 "Jesus the Unknown," by Dimitri S. Merejkowski. *Scribner*, \$2.75.  
 "Let's Build A New World," by Burris Jenkins. *Harpers Monthly Pulpit*, \$1.  
 "The Life of Cardinal Mercier," by John A. Gade. *Scribner*, \$2.75.  
 "The Life of Christ," by Vaughan Stock. *Holt*, \$2.  
 "The Making of the Modern Jew," by Milton Steinberg. *Bobbs-Merrill*, \$2.50.  
 "The Minister's Annual for 1934," compiled by Joseph McCray Ramsey. *Revell*, \$2.  
 "The New Church and the New Germany," by Charles S. Macfarland. *Macmillan*, \$2.50.  
 "The New Vacation Church School," by Winfrey Dyer Blair. *Harper*, \$1.50.  
 "The Path of Prayer," by Dhan Gopal Mukerji. *Dutton*, \$1.  
 "The Person of Christ," by Canon L. W. Grensted. *Harper*, \$3.  
 "A Philosophy For Liberalism," by Bruce W. Brotherston. *Beacon Press*, \$2.  
 "Prayers for Services," compiled and edited by Morgan Phelps Noyes. *Scribner*, \$2.50.  
 "The Prophets of Israel," by S. Parkes Cadman. *Macmillan*, \$3.25.  
 "The Question of the Cross," by Edward L. Keller. *Cokesbury Press*, \$1.  
 "Radio Talks on Religion," vol. 1., edited by Rev. Leonard Hodgson. *Morehouse*, \$1.75.  
 "Reflections on the End of an Era," by Reinhold Niebuhr. *Scribner*, \$2.50.  
 "The Riverside New Testament" (new edition), by W. G. Ballantine. *Houghton*, \$1.  
 "Russia Challenges Religion," by George Mecklenburg. *Abingdon*, \$1.  
 "Tales From the Old Testament," by H. W. Fox. *Harper*, \$1.  
 "Tarbell's Teachers' Guide 1934," by Martha Tarbell. *Revell*, \$1.90.  
 "The Trail of Life in the Middle Years," by Rufus M. Jones. *Macmillan*, \$2.  
 "Vital Control," by Lynn Harold Hough. *Abingdon*, \$2.  
 "The Weekday Minister's Manual," by G. B. F. Hallock. *Harper*, \$2.  
 "What Is the Oxford Group?" by the Layman with a Notebook. *Oxford*, \$1.25.  
 "What Men Are Asking," by Dr. Henry Sloane Coffin. *Cokesbury Press*, \$2.



## In and Out of the Corner Office



Edwin S. Gorham

ONE OF THE BEST-KNOWN BOOKMEN in the religious field is Edwin S. Gorham, of New York City, one of the most important bookshops in the country for books pertaining to the Episcopal Church and the Church of England. Mr. Gorham entered the book business in 1868 in partnership with James Pott. In 1900 the partnership was dissolved with Mr. Gorham taking the retail business, and Mr. Pott continuing with the publication of religious books. Mr. Gorham first located on Fourth Ave., the old bookselling center of the city. Between 1907 and 1914 he was located in 37th Street east of Fifth Ave. In 1914 he came to 45th Street. ❖ ❖ ❖

Joseph Brewer, formerly president of Brewer and Warren, later Brewer, Warren and Putnam, has just succeeded Dr. James King as president of Olivet College, at Olivet, Mich. Mr. Brewer took his B.A. at Dartmouth in 1920, and his B.A. from Magdalen College, Oxford, in 1922, and his M.A. at Oxford. Upon leaving Oxford he was on

the staff of the London *Spectator*. He was for a short time at Appleton's and then founded his own firm, which was taken over by Harcourt, Brace, November, 1932. ❖ ❖ ❖

J. William Corrigan, for many years senior salesman for George H. Doran Company, and who since then has been associated with Doubleday, Doran and with Farrar and Rinehart, has joined the salesforce of Little, Brown & Company. Mr. Corrigan will handle accounts in and near New York and do special promotional work. ❖ ❖ ❖

The "Sheriff of Petaluma" recently came East, and we seized upon an hour of his time to get reports from the Coast, for the "Sheriff" (none other than Harrison Leusler, Houghton Mifflin's Coast representative) is *the* best posted man on transcontinental freight rates, water, overland, or what have you. In *our* opinion, publishers and booksellers can thank him for thousands of dollars saved annually in transportation charges, and he soon expects to be able to announce still further savings. The Coast backs the "Sheriff" (his stately mien and ten gallon hat are responsible for the title, Harrison being no proper name for a four-fisted fighter) and solid backing brings results. We are almost willing to say that he has, single-handed, developed and put in action as fine an example of trade cooperation as we know. Perhaps if Manhattan had a transportation tsar of similar acumen, similar savings could be made for the trade in an area oppressed by transportation and delivery costs. ❖ ❖ ❖

The New York *Times* has inaugurated a new department for home gardeners and has drafted one of the best known writers on the subject, Frederic Frye Rockwell, to edit the department, which will now be a regular feature of the paper. Mr. Rockwell has a dozen or more books to his credit and is considered one of the most expert and experienced writers on gardening of all types. Among his volumes, which are included on all credited lists, are eleven books on the Macmillan list, several of which are in the *Home Garden Handbooks* series, some of the subjects covered being "Dahlias," "Gladiolus," "Roses," "Peonies," etc. ❖ ❖ ❖

# THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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Publisher and editor to 1933

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LOUIS C. GREENE . . . . . Advertising Manager

February 10, 1934

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto. —BACON.

## Captains Courageous

AT WASHINGTON LAST SATURDAY American booksellers came face to face with a crucial point in their fortunes,



WE DO OUR PART

and met the issues squarely and intelligently and with a clear conception of the critical character of the situation. The account of this hearing and the speech of Cedric R. Crowell on the follow-

ing pages should be read by every member of the book-trade.

The Booksellers' Code ran head into deep-rooted NRA prejudice against any form of price control, a prejudice which has been augmented by the current attacks on codes already enacted. In spite of this underlying opposition, the vigor and logic of the booksellers' arguments and the obvious injustice of their present situation made an unquestionable impression which added greatly to the opinion held in NRA official ranks that something must be worked out soon to re-

lieve small business if business revival is to include any but the largest units.

In this perilous situation American booksellers may be congratulated that they have had at the head of their organization and in charge of its councils a group of booksellers who have been willing to take upon themselves the great responsibility for handling these critical national issues and who have given of their time and strength without stint in formulating the program and fighting it through, step by step. It is to be hoped that as the conferences now go forward NRA may bring some measure of relief to the bookstore situation. It would be deserved if only as a recognition of the ability with which the case has been presented.

Frank Magel has been the booksellers' "War President," and his tenacious, hard-fighting qualities have stood the Association in good stead. Side by side with him in this fight has been Cedric Crowell of the Doubleday, Doran Book Shops, who adds to the qualities of devotion and tenacity a rare gift for clear and vivid expression.

In the front ranks, too, has been Richard F. Fuller of the Old Corner Bookstore, and E. S. McCawley of Haverford, who have been New York commuters in the exigencies of Code discussion and clarification. The front line of attack also includes Lewis Traver from Trenton, A. Kroch of Chicago, Arthur Womrath, Arthur Brentano, Jr., former president of the A. B. A., A. B. Carhart of Brooklyn, James H. Lott of New York University, Jeff Coleman of the University of Alabama Bookstore, Arthur F. Stevens of the Abingdon Press, Alice L. Steinlein, Vice President of the A. B. A. A credit line, too, should be carried for the hard-working Executive Secretary of the A. B. A., Robert Coles. And last, but not least, the National Association of Book Publishers under the leadership of Cass Canfield, its president.

No mere desire to save a person's own business can produce such loyalty and such service. It is the industry itself and the good of all that has called forth this consecration to the work, but those who have carried the burden should be made to feel that the industry appreciates the altruism of its leaders, and, win or lose, the trade has gained new confidence because of the splendid fight which they are waging on to some measure of relief and gain.

## Magazines Encroach on Book Rights

THE PUBLISHERS OF MAGAZINES and of books ought to re-examine in a friendly way the national relationship between these two methods of publishing in order to eliminate the friction that is growing up because of the increasing use of full length stories in one issue of a periodical, oftentimes accompanied with an advertisement saying to the public, "Look what you are getting—a \$2 book for 25c or 10c!" Each field of publishing ought to have its own reasons for keeping these two kinds of publishing separate and without definite comparison.

Only two years ago, when the Copyright Bill was being discussed and promoted, the periodical publishers made an urgent issue of their need of having embodied in copyright legislation the statement that the purchase of serial rights included the right of first publication. There is nothing in the name "serial" that implies first publication. There has seldom been anything in the contracts that mention it, but they argued from trade custom that the right of first publication was so imperative to the values for which they had paid that it should be embodied in the national law. The reasonableness of this argument was admitted by book publishers but with the statement that there ought to be some limit to the time that could elapse before first publication was accomplished. Thus custom was confirmed in a better understanding of what the magazine publishers' rights should include.

Now the magazine publishers turn on the book publishers, who in so friendly a spirit agreed as to first publication rights, and are trying to dispute the latter's assurance of the right of sole separate publication when book rights have been purchased. The magazine publishers are not only reading into their serial contract the right of complete publication in one issue but are making unfair comparison of values with books in order to sell their product. Such an inclination to encroach may be a natural result of difficult times, but the practice should not be continued. A serial is a serial, and that means publication in parts, and, while it may be within the natural rights of the author to assign to a periodical publisher the right of first complete publication as well as the right of serial publication, such authors should not

expect to have their cake and eat it, too, and they must expect a weakening of their book market and a cessation of the productive relationships with publishers.

## Who Will Serve the Children?

WITH AN AVERAGE COST PER PUPIL of high school education ranging from \$127 per capita in 1925 and 1926 to \$91 per capita in 1932 and 1933, according to the figures of schools in Spokane, Wash., the average cost of library books and of the direct expense of running the library has varied from 67 c. down to 50 c. per capita, or when added to the salary expense approximately 2% of the total cost of the school's operation.

These figures, as quoted by Lucile F. Fargo and Helen S. Carpenter in an article in the February *Library Journal*, give evidence of the small part that library expenditures play in total budgets, even in the best of school systems.

That schools must still find ways to develop their own book collections as well as depend on public libraries for special aid was argued by Frank L. Tolman in the same issue of the *Library Journal* when he said: "No public library can afford to furnish the number and variety of books needed by the school system. Neither is there any economy in their doing so. Classroom collections, exchange of books between schools, traveling libraries, all these devices can be and are used in city school library systems as efficiently as in the public library. And these plans for providing constantly changing collections to the classrooms are not to be regarded as comprising genuine and complete school library service."

The arguments that have been going forward as to the best methods of operating school libraries, whether under public library aegis or under the school board, are making it clear that there will continue to be differences of opinion on this subject for many years to come with some cities finding better results under one method and some under another. The important thing to keep in mind is that neither school nor library in endeavoring to get increased book appropriations should be so critical of the other that there is brought about a situation in which neither school nor library gets a proper hearing with a consequent curtailment of book purchasing funds.



## News of the Week



*Booksellers Before the NRA Board in Washington*

THE BOARD WHICH HEARD the booksellers present their case for a separate schedule under the retail code consisted of Mr. Studley, of the Industrial Advisory Board; Mr. McGuire, of the Consumers' Advisory Board; Dr. Maynard, retail expert; Dr. Kenneth Dameron, the Deputy Administrator; David Barr, Legal Adviser; and Mr. Bodansky of the Labor Advisory Board, with an assistant to Mr. Barr, and two assistants from Dr. Dameron's office. The hearing was held in the huge Department of Commerce Building on Saturday, February 3rd.

The group of booksellers who presented the case and their opponents from the book clubs, subscription book houses, etc., consisted of:

Frank L. Magel, Putnam Book Store, N. Y. C., and President of the A. B. A.; Cedric R. Crowell, Doubleday, Doran Bookshops; Richard F. Fuller, Old Corner Book Store, Boston; Lewis Traver, Traver's Book Store, Trenton, N. J.; Arthur Brentano, Brentano's, N. Y. C.; Arthur Brentano, Jr., Brentano's, N. Y. C.; Alice L. Steinlein, Greenwood Book Store, Wilmington, Del.; A. Kroch, Kroch's Book Store, Chicago, Ill.; E. S. McCawley, McCawley's Book Store,

Haverford, and President of the Philadelphia Booksellers' Association; Arthur F. Stevens, Methodist Book Concern, N. Y. C.; M. T. Turner, Methodist Book Store, Richmond, Va.; Kenneth G. Berger, Methodist Book Store, Philadelphia, Pa.; Jefferson Coleman, University of Alabama Bookstore; James H. Lott, New York University Bookstore, N. Y. C.; A. B. Carhart, Rodger's Book Store, Brooklyn, N. Y.; Cass Canfield, President of the National Association of Book Publishers; Virginia Kirkus, N. Y. C.; George Stevens, *Saturday Review of Literature*; Frederic G. Melcher, *Publishers' Weekly*; Mildred C. Smith, *Publishers' Weekly*; Harold Guinzburg, Viking Press, N. Y. C.; Harry Scherman, Book-of-the-Month Club, N. Y. C.; Meredith Wood, Book-of-the-Month Club, N. Y. C.; Francis E. Neagle, attorney for the Book-of-the-Month Club; Irving C. Fox, attorney for National Retail Dry Goods Association; Sol Abbott, doing code research for National Retail Dry Goods Co.; Carl Cannon, American Library Association; John O'Connor, Grolier Society; W. F. Thompson, Doubleday Dollar Club; V. E. Sutcliffe, Encyclopedia Britannica; R. G. Smith, Colliers.

## Booksellers Ask NRA for Separate Code

A LARGE DELEGATION of earnest and desperate booksellers carried the arguments for their needs to the open Code hearing at Washington last Saturday, and were confronted with the general prejudice of the administration against any form of price maintenance. The opposition of the department stores and book clubs was voiced as well as that of the Consumers' Advisory Committee, but the booksellers may feel that they made sufficient impression as to the urgency of their needs to give some hope that the Retail Division of the NRA will find some measure of relief to give them under a plan operated as part of the General Retail Code.

The interest at the hearing was intense, the presentation of the booksellers' points of view was ably made, and the administrators listened closely to the arguments. It was evident, however, that the administration came to the hearing so firmly set against any type of price control that no amount of argument from the booktrade's predicament could change its attitude.

The hours of the hearing extended from ten to six o'clock. David Barr of the Legal Department of the Retail Division, acting in the afternoon for Kenneth Dameron, Deputy Administrator, who was obliged to withdraw because of illness, invited the proponents and opponents to stay for an evening of private conference, and this lasted far into the night and into the next day. The result of these private sessions cannot yet be known, but the calling of such a conference indicated that the Retail Division felt that the situation of the bookstores deserved separate treatment and that the administrators would examine the trade's difficulties with care and try to assist them to find remedies, without prejudice to the provisions of the General Retail Code.

Mr. Dameron, in opening, said that the points to be specifically considered were (1) the desirability of the Code, (2) the proposal of a forty-five-hour week, (3) the question of price maintenance, on which subject he remarked, "It *may* be established that the book industry is a sick industry, but it may or may not be proved that price maintenance is the way to relief. The administration

pointed out in calling the hearing that the NRA has had rather firm objections to all price maintenance provisions, though it would hear the arguments with open mind."

The meeting being turned over to the proponents, Frank Magel, of Putnam's, President of the A. B. A., introduced as the first speaker Arthur Brentano, Sr., who presented the Code and declared that in his forty-five years of bookselling bookstore conditions had never been so precarious.

Taking up the Code, section by section, E. S. McCawley of Haverford discussed the various provisions, including those pertaining to wages and hours. The administrator asked for further details as to what types of shops had been represented in the drafting of the Code and endeavored to get definitions of general bookstores and of mail-order and subscription firms. Mr. Bodanzky, the representative of labor, said that any request for an increase from forty to forty-five hours should be deleted from the Code.

Cedric Crowell, manager of the Doubleday, Doran Bookshops, presented the price maintenance section. This was the keynote to the booksellers' case, and for half an hour the room was still with intense interest as he dramatically and brilliantly made his points. The representative of the Industrial Board remarked afterwards that he had seldom heard a business argument presented at any code hearing with more effectiveness and clarity. [See pages 690-694.]

The administrator, again illuminating the NRA attitude, said that it had not yet become clear that private business was ready for government control, which would be necessary if prices were fixed through the medium of codes. Insurance rates and railroad rates, he admitted, had been fixed, but this introduced direct control by the government. He also suggested that there seemed to be a tendency on the part of booksellers to simplify too greatly their troubles by attributing them all to price-cutting and said that the Cheney Report indicated that the booktrade had other difficulties.

Dr. Maynard, Retail Adviser to NRA, asked for more information as to the sales costs in book departments compared to those in other stores. He stated that the govern-

ment's philosophy of the control of business included consideration of the wide divergence of interest that any retail business represented, the interest of the consumer and the possibility that price maintenance might tend to promote inefficiency.

Mr. McGuire of the Consumers' Advisory Board came out flat-footedly against any price maintenance provisions in any code and said that the book-trade must try to stabilize its business without resorting to that method.

At this point David Barr took over the conduct of the meeting. His questions indicated a real knowledge of book-trade affairs, but he thought there was a wide difference in publishers' discounts as given to department stores and to protesting bookshops. Mr. Magel pointed out that among the booksellers represented were some of the largest accounts which any publisher had. The opinion persisted in Mr. Barr's mind that a maintained net price might give to some stores which had forced large discounts from the publishers a wider margin than they needed for the operating of their business. The booksellers pointed out that selling books as loss-leaders, at bare invoice cost, which has been done by some stores, could hardly leave too much margin for any expense of doing business.

With the price maintenance section thus up for discussion, the administrator, without waiting to hear the other proponents of the measure, and thereby breaking up the continuity of their arguments, called on a representative of the National Retail Dry Goods Association, Irving C. Fox, attorney. Mr. Fox claimed that the A. B. A. did not represent an adequate proportion of retail booksellers in America. He said that his organization represented 4,500 stores, of which 3,100 had reported that they had gross book sales of \$25,000,000, which was more than the sales of the whole A. B. A. membership. He also claimed that there were 20,000 stationery stores in the country, most of which were selling books, and 50,000 drug stores, half of which were selling books. He said that the United States Census showed that there were 2,800 bookstores, of whose business more than 50% was books.

He next turned to the question of a Retail Booktrade Council and said it would be unnecessary and costly to have such a national organization and that the proponents should try to estimate in advance what the

cost of administering a code on a nation-wide basis would be. He said that the General Retail Code, backed by \$4,000,000,000 worth of business, was already having difficulty in finding a way to support itself.

He said that the General Retail Code was now interpreting the cost below which loss-leaders could not be sold as invoice plus 9½% [this statement was later proved to be erroneous as no percentage has yet been named]. He said that in California, where a state price maintenance law had been established, the manufacturers, having established the price, kept squeezing the retailer by reducing the margin between the listed price and the amount the retailer paid, thus putting retailer at the producer's mercy. He said that his Association was not at all in favor of predatory price-cutting.

The next witness was Mrs. Steinlein, Vice President of the A. B. A., who described the personal bookshop's predicament in the present crisis. Jeff Coleman of the University of Alabama Bookstore spoke for the college stores and Arthur F. Stevens for the religious bookstores of the country with their far scattered branches. Virginia Kirkus described the plight of booksellers outside of New York City. A. B. Carhart, representing the New York Booksellers' League, described from documents the situation in which the New York bookseller was placed.

The attitude of the public libraries was presented by Carl L. Cannon for the A. L. A., which would oppose any restriction on library discounts in the Code, which was supposed to be discussed by the Council.

Cass Canfield, President of the National Association of Book Publishers, testified that the per cent of publishers' sales to cut price department stores had grown in proportion to their total sales from 5.11% in 1929 to 7.27% in 1933. He pointed out that department stores concentrated on fast selling stock, that they would be inadequate as outlets unless supplemented by small outlets as the public would then have difficulty in getting reference books. Asked by Mr. Barr whether the range of publishers' discounts would not account for the difficulties of small shops, Mr. Canfield stated that there was no variation in discount between department stores and large bookstores. He felt range in discounts was not the key to the bookseller's difficulty. He said that he thought it could be proved that a book store could not sell at



ten percent below publisher's price and make money.

Richard F. Fuller of the Old Corner Book Store took up the fair practice sections of the Code, which included the paragraphs that touched on premiums. The administrator pointed out that there was a premium section in the General Code that might be of help.

Turning again to price-fixing, Mr. Barr stated that from the NRA point of view price maintenance was worse than price-fixing, price-fixing affecting only the manufacturers, while price maintenance would allow the manufacturers to squeeze the retailers by too small a margin. Only book lovers, he said, such as were represented at this hearing, would have so much faith in a manufacturer. He again indicated the possibility of the administration's setting up a divisional rule of practice for bookstores by which a percentage of invoice cost should be set up so as to cover certain general expenses such as rent, wages and overhead and by the enforcement of such a provision under the General Retail Code Authority. He also pointed out that the NRA was setting up Code Practice Committees so that the practices of producers and retailers could be studied out and harmonized.

Making a plea for a separation of mail-order and subscription book publishing from any place in a retail code, John O'Connor of the Grolier Society appeared for the Code Committee of that group. His group, he pointed out, included publishers, book clubs and distributors who bought from others. No retail code, he said, should include any organization which sold directly to the consumer's home or office when such business was done by a firm sixty per cent of whose business was in the subscription or mail-order field. He said that an average year's business of his group, taking 1928-30, was \$57,000,000, and for the last three years \$33,000,000.

Harold Guinzburg of the Literary Guild also argued that a book club could not properly come under any retail code. He was against any regularization of bookselling that would tend to curtail experimentation in book marketing.

The Book-of-the-Month Club then outlined its opposition, and the first part of its case was presented by its counsel, Francis E. Neagle, who followed Mr. O'Connor and Mr.

Guinzburg in saying that book clubs were entirely different from bookstores. No mail-order house, he said, could compete with the retail store with its show windows and convenient location except by using some price and premium appeal. He said that the Book-of-the-Month Club had a membership now of 96,000, that it was distributing 800,000 to 900,000 books a year, including book dividends and premiums, a total gross business of \$1,500,000.

The administrator asked whether the fact that bookstores complained against the club method did not indicate that clubs were in competition and therefore should be under the same code. He pointed out that Sears, Roebuck, a mail-order and catalog house, was included under the General Retail Code.

Mr. Neagle protested against a definition of a club which would state that a club was one that took a subscription for at least four books a year, as he said it might later be changed to two books a year, or six.

Meredith Wood of the Book-of-the-Month Club then followed with an extended presentation of the Club organization. He declared that the real purpose of the Code was to control loss-leaders and that clubs had no part in that difficulty. He argued, first, that a separate code for booksellers was completely unnecessary; that if any aspect of the clubs' business was included, it would put the clubs under the dominance of a retail council; that the maintenance of publishers' retail price was impossible; that the rental of books should be controlled, as that was a very damaging competition and provided the greatest difficulty which clubs faced in obtaining subscriptions; that the Code was based on a fallacious theory of what was wrong with the business and that booksellers had always been wrong in estimating what was the matter with their business. He offered to submit figures to show that club selections and club premiums in every case had a definite effect in increasing bookstore sales; that booksellers could meet department store competition through the rental library method, which clubs could not use; that the real trouble in the book business was that prices were too high; that there was too low a margin of profit to the retailer. Book prices have not been dropped in the last four years, he declared, except in the case of some non-fiction; that this high price level was the chief cause of lack of business.

# The Case for Maintained Prices

*Resale Provisions of the Booksellers Code as Argued  
Before the N.R.A.*

CEDRIC R. CROWELL

*No bookseller shall sell any edition of any book at less than the resale price set by the publisher for such edition, with the following exceptions, etc.* [See Section 4 of Proposed Supplementary Schedule for the Booksellers' Division of the Retail Code]:

SEVERAL WITNESSES WILL APPEAR as proponents of this vital section of the schedule and its exceptions. Each of them will emphasize the urgent need of this provision which will eliminate practices now curtailing employment and operating against the public interest.

The present speaker will show the need for the provision. He will show how the provision will result in increased employment, how it will result in the discontinuance of oppressive and discriminatory acts against small enterprise, and how it will result in the discontinuance of practices which are against the interests of the consumer.

Booksellers are now operating under the general retail code in the preparation of which they had neither representation nor voice. The loss leader provision of that code has been so interpreted and applied that a merchant may sell merchandise, including books, at "the actual net delivered cost less discounts." Accordingly some of the large department stores which sell books have offered books for sale as loss leaders at net delivered cost less discounts. During the months of November, December and January, four New York department stores offered for sale, and sold in large quantities the book "Anthony Adverse" by Hervey Allen, published by Farrar & Rinehart. The list price of this book as set by the publisher is \$3.00. The average invoice cost to dealers varies from \$1.77 to \$2.00 dependent on the quantity purchased. This book has been consistently offered for sale and sold by the four department stores in question for \$1.77 or less. One of the four department stores is reported to have sold 50,000 copies of this book, or approximately 15% of its entire sale in America. The four department stores re-

ferred to are reported to have sold approximately 70,000 copies of this book, or about 23% of its entire sale in America.

Gimbel Bros. of New York advertised in the New York *World-Telegram* on January 26, 1934, the new book, "Work of Art" by Sinclair Lewis at \$1.44. This book was published on January 25, 1934. Its list price as set by the publisher is \$2.50. The average invoice cost to dealers varies from \$1.45 to \$1.66, dependent on the quantity purchased. R. H. Macy & Co. immediately reduced the price of the book to \$1.35 which, presumably, was the net delivered cost less discounts to them on a quantity purchased. The publishers are spending \$25,000 in the advertisement of this book at \$2.50.

The use of books as "loss leaders" is not confined to "Anthony Adverse" and "Work of Art." One of the four New York department stores referred to above—Gimbel's—advertised in the New York *Times* on Sunday, December 17, 1933, "Sale Current Books 33% to 40% off Publishers' Prices." Thirteen current best sellers are listed at approximately the invoice cost price to the dealer advertising them. On Monday, December 18th, an advertisement by Gimbel's appeared in the New York *Sun* announcing the sale of "current books at 40% off publishers' prices."

All books are ideal "loss leaders" for department stores. No other type of merchandise lends itself so readily to use as a loss leader, because every copy of a book in a given edition is absolutely identical with every other copy in that edition. Consequently there can be no question in the minds of customers as to whether one copy of "Anthony Adverse" at \$1.77 is the same as a copy at \$3.00. Of necessity, the list prices of books are widely advertised and are generally used in all publicity by the publishers. The list price of a desired book becomes indelibly fixed in the consumer's mind.

In New York, the price situation is most acute and it jeopardizes the whole book industry. New York is the major book market

of the country—its book sales (at retail) are more than 30 percent of the total sales in the United States. New York sales of all other commodities are approximately 12 percent of the total sales in the United States. In some cases, and not infrequently, sales of a particular book title in New York are as high as 50 percent of the national total, and occasionally even more. Consequently, the disintegration of the New York market means an almost fatal undermining of the whole structure of the book industry. Although the situation in New York is most acute, the price-cutting practice has spread to other cities where it will become even more acute if the New York situation persists. Hundreds of booksellers from Maine to California will tell you that today the cut-prices on books by some New York department stores are costing them more lost sales than any other single traceable factor.

It is apparent that the sale of books at net delivered cost less discount is a practice which can be indulged in only provided a merchant carries other merchandise to which excessive mark-up can be added, or, provided his resources of capital are such that he can eventually drive the small merchant with little capital out of legitimate business.

For generations it has been the common practice of responsible book publishers to indicate a list price, and to give to merchants a trade discount from that price which, with competent management, was barely sufficient to pay the costs of operation, and with good luck a modest return on the investment. For over 30 years booksellers have *generally* been operating under this system of selling at the resale price as set by the publisher. That the average differential between cost price and selling price is not excessive is evident from the fact that the Merchandise Managers Division of the National Retail Dry Goods Association is quoted in the *New York Times* of August 16, 1931, as stating that "the initial mark-up permitted by publishers is not sufficient to permit an operating profit in practically any of the book sections in department stores throughout the country. In 1930 the common figure was a net loss of 2.9% for stores doing more than \$10,000,000 annually. In smaller stores the net loss was larger."

"The Economic Survey of the Book Industry 1930-31," by O. H. Cheney, the only comprehensive survey of the Book Industry,

shows that the book departments of department stores, were, on the average, operating on greater deficits than the bookstores. Fewer department store book departments were in the black in 1931 than bookstores. . . . It is theoretically possible for a department store to have a lower cost of doing business in books than most bookstores—but in actual practice, this is not the case. I point out that this survey was made in 1930-1931 before the price cutting situation in New York was as general as it now is, and before it had the stimulation which the present Retail Code has given it.

The designation of a list price on a book by the publisher is not only a long established practice but a real necessity. It is needed primarily to guard the consumer from the unfair practice of excessive charges, which might in some cases be resorted to by unscrupulous merchants. It is needed also as an aid to the dealer, to the consumer, to public libraries, to schools and colleges. Hundreds of thousands of books are in print over a period of many, many years, for which there is some, but so slight, demand that the bookseller does not stock them. It is necessary to have comprehensive catalogs to which customers, dealers and libraries may refer, to determine whether the desired book is available and if so at what price. The customer who will order a book without knowledge of the price is as rare as the customer who will order an automobile without knowledge of the price.

Therefore, it is apparent that a price must be set by the publisher, and that an urgent need exists for a discontinuance of price-cutting lest the small dealer be eliminated. It is also apparent that merchandising experts of department stores are agreed "that the initial mark-up permitted by publishers," i.e., the differential between invoice cost and publisher's indicated list price, "is not enough to permit an operating profit."

I should like to emphasize again that this is no new and unique scheme we are proposing; it is merely a proposal now *essential* because a small percentage of booksellers with large capital are jeopardizing the economic life of the majority of booksellers and particularly small enterprise.

We are not merely presuming what will happen to the small enterprise bookseller. We know that the bookselling crisis of some thirty years ago is being reenacted. At that



time a price cutting war was waged by some department stores with the result that at the conclusion of that war there was virtually not a solvent bookseller in the United States. After the failure of practically every bookseller in the United States, the net price system was put into effect.

For many years adherence to it was very general, i.e., the sale of books at the suggested retail price set by the publishers. R. H. Macy & Co. usually sold at 6% less than that price, and it was only occasionally that a price cutting skirmish was engaged in by other department stores on a particular title or series. Probably the outstanding absurdities in these skirmishes were the cut prices on General Pershing's "War Memoirs" and the Modern Library Series. General Pershing's book was published in two large expensively made volumes with a resale price of \$10, set by the publishers. One of the department stores sold this set within a short time after publication for \$1.32—a probable loss below invoice cost alone of over \$4 per set. The skirmish on the Modern Library Series was equally absurd when Macy and Gimbel sold this series, which carries a widely advertised price of \$.95 per volume for \$.10 per volume. But even these skirmishes, temporarily injurious as they were to those who indulge in them, to the consumer, and to the small bookseller were sufficiently infrequent so that they harassed rather than destroyed small enterprise.

But with the adoption of the Retail Code there began immediately in New York City a price cutting war among Macy, Gimbel, Stern and Bloomingdale, with books as the chief ammunition. The Retail Code set invoice cost as the base below which sales could not be made. Consequently, these four department stores went to that base on not one but many best sellers. They met the invoice cost price competition of one another and can continue to meet it either as long as their capital is sufficient, or until the approval of our schedule. But while that struggle is going on, the bookseller, who deals exclusively or almost exclusively in books, is being eliminated just as he was thirty years ago. I point out the fact that such elimination will inevitably result in curtailed distribution which as inevitably will work back against the manufacturer of books and the labor employed by him, and against the producer of raw materials on farms and

in industry and against the labor so employed. As pointed out above, *the General Retail Code has stimulated the book price-cutting practice*, even though the N.I.R.A. contained the clear statutory mandate that no Code shall tend to promote monopolies, monopolistic practices, or the elimination and oppression of, or discrimination against small enterprise. So much for the economic need of the provision.

In addition to the economic need, there is a social and cultural need. Each of these is of importance. Most booksellers promptly met a portion of their social responsibility when they voluntarily, and, I believe enthusiastically, signed President Roosevelt's re-employment agreement. Most of us by so doing increased beyond our means, the costs of doing business, as our balance sheets for 1933 will show. We did this because we then had, and still have, faith in the avowed objects of the Agreement, and the provisions of the National Industrial Recovery Act which assured us of fair trade practices, and no discrimination against us as small enterprise. We want to employ some of the thousands of applicants for positions who have sought employment from us, we want to be able to keep our present staffs, we want to do our share in this common re-creation of American Society. But, we cannot give added employment, nor can many of us give continuing employment to our present staffs, unless we are relieved from the cut-throat competition referred to above. With the elimination of this practice, the public will be rid of the erroneous presumption that the small bookseller is a profiteer. There will be a discontinuance of the present customer practice of consulting the small bookseller for his advice on book selections, and then telling him that the actual purchase of the recommended books is to be made from the price-cutter.

We should like to point out the obvious fact that bookstores like schools and public libraries, are among the nation's cultural assets and that, not only their preservation, but their expansion is a national necessity. The wide dissemination of knowledge is always of great importance to a nation. During an emergency like the present, it becomes absolutely vital. The continuation in business of most of the present small booksellers, and the opening of additional book outlets, and the resulting increased employment and

wider dissemination of knowledge are likely *only* providing the abuses of cut-throat competition are eliminated, and the control contemplated by our code is approved.

If there is any doubt as to the accuracy of our contention that the small dealer will be ruined unless this provision of our schedule is accepted, let me quote the statement made by the eminent Louis D. Brandeis, which appeared in *Scribner's Magazine* of August, 1913. Though this opinion was written several years ago, we can find no essential deviation from it in the opinions of Justice Brandeis since that time.

"The American people are wisely determined to restrict the existence and operation of private monopolies. The recent efforts that have been made to limit the right of manufacturer to maintain the price at which his article should be sold to the customer have been inspired by a motive that is good—the desire for free competition—but they have been misdirected. If successful, they will result in the very thing that they seek to curb—monopoly.

"Price-maintenance—the trade policy by which an individual manufacturer of a trade-marked article insures that article reaching all consumers at the same price—instead of being part of the trust movement is one of the strongest forces of the progressive movement which favors individual enterprise.

"There is no justification in fixing the retail price of an article without individuality. Such articles do not carry the guarantee of value that identifies them with the reputation of the men who made them. But the independent manufacturer of an article that bears his name or trade-mark says in effect:

"That which I create, in which I embody my experience, to which I give my reputation, is my own property. By my own effort I have created a product valuable not only to myself but to the consumer, for I have endowed this specific article with qualities which the consumer desires and which the consumer may confidently rely upon receiving when he purchases my article in the original package. It is essential that consumers should have confidence in the fairness of my price as well as the quality of my product. To be able to buy such an article with those qualities is quite as much of value to the purchaser as it is of value to the maker to find customers for it."

"Price-cutting of the one-priced trade-

marked article is frequently used as a puller-in to tempt customers who may buy other goods of unfamiliar value at high prices. It tends to eliminate the small dealer who is a necessary and convenient factor for the widest distribution; and ultimately, by discrediting the sale of the article at a fair price, it ruins the market for it.

"Our efforts, therefore, should be directed not to abolishing price-maintenance by the individual competitive manufacturer, but to abolishing monopoly, the source of real oppression in fixed prices."

However, we are not here concerned primarily with the general theory of price-maintenance. We *are* concerned with a specific emergency for a particular business operated largely by independent merchants who fall under the small enterprise classification.

We have stated the economic, social and cultural need for this provision in our schedule, we have pointed out that its adoption will mean increased employment, we have quoted the arguments of the now Justice Brandeis in support of our contention that the provision for which we ask will save small enterprise from the oppressive and discriminatory acts which are now made against us.

What of the consumer? Does our proposal injure him? On the contrary, our proposal helps him. No longer will some cut-price merchant find it necessary to make up book department losses by adding excessive mark-up on unidentifiable merchandise, including, perhaps, the essentials of actual physical existence, such as, food and clothing.

Let there be no fear that the proposed schedule will tend to create a monopoly. We neither have, can have, nor do we want the opportunity to dictate the price which a publisher shall set on any book. Regardless of the fate of this schedule the publisher and author now have, and will continue to have, the right to set any price they care to on any book, whether it be ten cents or ten dollars. The copyright law now properly gives to the author and/or publisher legal protection for that which the author alone has created. Publisher and author are desirous of the widest possible distribution of a book, and they now do, and will continue to, set a price which, consistent with real costs, will be low enough to attain a wide market.

We make no proposal in this schedule to prohibit the publication of cheaper editions

of books. Booksellers are generally in favor of the publication of cheaper editions of books if and when such publication is economically possible. Wide distribution inevitably makes possible reduced per unit costs, and the publishers have reduced, and enlightened self interest will compel them to reduce, the price levels if and when many outlets are distributing books. Curtailed distribution on the other hand will inevitably result in higher prices to the consumer, and curtailed distribution of books is inevitable unless this schedule is approved.

In every European nation the sale of books at not less than the resale price as set by the publisher has full legal support. Only by this support has it been possible to build a strong book retailing structure. With such a structure, per unit costs have been reduced below what they could be if European nations permitted the cut-throat competition which in the United States now threatens to engulf the whole book industry. It is common knowledge that European book prices are generally far below American book prices, due in part to the wider distribution facilities.

There cannot be the slightest shadow of doubt that failure to approve our schedule will result in monopoly, which is against the best interests of the consumer, and that approval of our schedule will result in free competition and all the advantages of free competition to the consumer.

In conclusion, I point out the fact that the National Industrial Recovery Act stipulates that no Code shall tend to promote monopolies, monopolistic practices, or, the elimination and oppression of, or discrimination against, small enterprise. Unless our schedule with its resale price provision is approved, the Retail Code as far as the small bookseller is concerned will violate the very law which created it.

### Code Column

WHILE THE REPRESENTATIVES of the textbook publishers have been obtaining preliminary hearings in Washington in an effort to push forward their code, the trade publishers and the half dozen other groups of publishers who had filed codes last fall are still waiting for a chance to proceed. In the Division of Graphic Arts, Payson Irwin has been assigned as deputy administrator in charge of publishing, and it is to be expected that he

will soon call for preliminary conferences with the Control Committee.

THE CHAIRMAN of the Book Buying Committee of the American Library Association, Carl L. Cannon, of the Yale University Library, appeared at the hearing on the Retail Code and announced that the libraries would object to giving to a Retail Booktrade Council any powers that would cover library discounts, and further stated that the librarians would oppose specification of a maximum discount of 25% to libraries and would favor discounts based on the purchasing power of libraries without any maximum being stated.

THE BIG SIX of the New York Typographical Union at a meeting last Sunday made a beginning toward an agreement on the wage sections of the Graphic Arts Code, so long held on the President's desk. Final action on their part on the Code will be held tomorrow.

NRA DIVISIONAL ADMINISTRATOR WHITESIDE has been giving his personal attention to the textbook code in discussion at Washington. Some of the large publishers have been divided on their attitude toward codes, and the opposition to the code is said to have stirred up criticism of school superintendents over the country.

RALPH PULITZER, former owner of the New York *World* and still one of the trustees of his father's St. Louis *Post Dispatch*, was assigned in January to be an administrator in the field of the graphic arts and therefore to have had charge of the hearings on the publishers' codes. He took over this work when Professor Lindsay Rogers dropped it. On February first, however, finding himself heavily under fire from certain newspaper interests who doubted his impartiality, he has resigned altogether from the NRA work.

### College Book Store Convention

JEFF COLEMAN, President of the National Association of College Stores, announces that the next convention will be held in Washington, D. C., at the Hotel Mayflower, July 19th-21st. The last conference, which was held a year ago at the University of Indiana, Bloomington, Ind., was very largely attended with representatives from all over the country, and President Coleman expects the convention at Washington will draw a similarly large attendance with the important issues which will be up for discussion.



## Year's Fifty Books Show Called Success

THE TWELFTH ANNUAL EXHIBIT of the Fifty Books of the American Institute of Graphic Arts was opened last Tuesday with a distinguished audience of designers and book-lovers. The New York Library, as has been its custom in recent years, was host on the occasion.

President Harry L. Gage, touching upon the history of the Institute's activities, declared that it seemed to be becoming increasingly acceptable to show side by side the trade and the special editions without disadvantage to either. For the future he hoped there might also be reshowings of books of past years to furnish a means of comparison and stimulation, and that, as another feature, the catalog of each year's show might become even more complete in its illustration and material and thus become a year-book of graphic arts.

Dr. Hellmut Lehmann-Haupt, in his second year as Chairman of the Fifty Books Committee, told how the work had been approached in the effort to get juries of varied tastes yet of harmonious action and outlined the method under which the last two juries had considered the books, each book having been selected on the basis of its physical merits, irrespective of price but from the point of view of typographic design, presswork, binding, and in general the extent to which the publisher had solved the problems involved.

The presentation and criticism of the books selected was made by Edward F. Stevens, Librarian of Pratt Institute, who, in his dry and deft manner and with well-chosen and occasionally barbed words, described the books that had been selected for screen reproduction. He pointed to the disappearance of the bizarre among the books that had been selected this year and rejoiced in the failure of Sans-serif type to make any headway in book production.

The selection for this year has made a very favorable impression on those who have studied the books as displayed. It was generally felt that the interest was not lessened because of the lack of "show pieces" this year and that there was a high level of competence and imagination. The jackets and bindings of the books were also given their own special display.

## The Case for the Evening Paper

THE NEW YORK *World-Telegram* has just issued an illustrated brochure giving the findings in a survey of New York booksellers' reading habits in regard to daily newspapers, both morning and evening. After visiting 75 important bookstores, the compilers report that the *World-Telegram* easily leads all daily papers among bookseller-readers, with the *Herald-Tribune* second, the *Times* third, the *Sun* fourth and the *Post* fifth. A year ago the *World-Telegram* made a similar survey with reference to evening newspapers only, which found the *World-Telegram* leading, the *Sun* second and the *Post* third.

Chester L. Eskey of the *World-Telegram's* book advertising department states that in each bookstore the manager, the window dresser, and one to four clerks selected at random, were asked what morning newspaper they bought and read and what evening newspaper they bought and read. The published report lists the names of the stores where employes were interviewed, the number of people questioned in each and the number signifying preference for each paper.

A survey by the *World-Telegram* of the staffs of three New York wholesale book dealers resulted in a showing of their newspaper preferences as follows: *Herald-Tribune*, *World-Telegram* and *Sun* tied, *Times* and *Post*. Tabloid newspaper figures were omitted from both compilations.

Besides the results of these surveys, the brochure also presents evidence of the effectiveness of evening newspaper advertising, in preference to morning newspaper advertising, as shown by the amount of lineage bought by advertisers. In 85% of the cities of the United States of over 100,000 population the total advertising figures for standard-size papers is given as—evening, 57.84%; morning, 26.20% and Sunday, 15.97%.

Another table included in the *World-Telegram* report shows the amount of advertising in 12 newspapers, two of which in each of six large cities are published by the same management and have almost equal circulations, one a morning and the other an evening newspaper. The local advertising for the year 1931 is graphically represented as greatly outdistancing, in the evening paper, the amount in the morning paper. The cities where the comparisons were made are Baltimore, Oklahoma City, Rochester, San Antonio, San Diego and Spokane.

## Communication

The Public Library of Des Moines, Iowa  
January 26, 1934.

*Editor, Publishers' Weekly:*

I believe it would be a help to all public libraries if you would publish this letter with reference to publishers sending books unsolicited on approval to libraries or other institutions.

This annoying practice now seems to be on the increase. Generally it is the small specialized or localized publishing house. Sometimes it is a house which has published a book at the author's expense with an agreement to place copies of the same in certain public libraries. Obviously a public library as a book purchaser has the privilege of selecting and buying what it wants and needs.

Hereafter this library, and I suggest that others do the same in an attempt to discourage the practice, will acknowledge the receipt of such books on postal cards reading:

"The book ——— sent us unsolicited on approval has been received. For reasons not necessary to state here it is of no interest or value to this library. It will be held for fifteen days pending your instructions as to what disposition you wish made of it. If you wish it returned, you may send us the necessary postage, plus 15 cents, which is our charge for packing and handling."

FORREST B. SPAULDING,  
*Librarian*

## Obituary Notes

## COUNT ILYA TOLSTOY

COUNT ILYA TOLSTOY, second son of the Russian novelist, died on December 12th in New Haven. He was 68 years old. His remarkable resemblance to his father was, in a way, symbolic of his life, for he devoted himself on the American lecture platform to interpreting his father's life and philosophy. Urged by his father to take up literature, he joined the staff of the principal newspaper in Moscow in the Czarist regime, and served as correspondent for six months with the Russian Army in the Carpathians in the early part of the war. Previous to this, he had written sketches and a volume of reminiscences about his father. He had lived in this country for nearly fifteen years.

## MONTAGUE GLASS

MONTAGUE GLASS, creator of "Potash and Perlmutter," died suddenly at his home in Westport, Conn., on February 3rd at the age 56. Mr. Glass was born in England but came here at the age of thirteen. For nearly ten years he bombarded the magazines with scant success, meanwhile making his living as a lawyer. Practically all of the stories written by Mr. Glass in that period were East Side stories and little by little they grew in popularity, although it was not until 1910 that he was able to devote himself entirely to writing for his livelihood. The law firm with which he was associated had many Jewish clothing and real estate dealers among its clients and from them he drew Potash and Perlmutter. His books included "Potash and Perlmutter," "Y' Understand," "Lucky Numbers" and "You Can't Learn 'Em Nothin'."

## GEORGE A. DAME

GEORGE A. DAME, for the last thirty-three years advertising manager of Funk & Wagnalls, died February 3rd, at the age of 65.

## NORA A. SMITH

NORA A. SMITH, author of children's books and sister of the late Kate Douglas Wiggin, died on February 2nd at the age of 75. She was graduated from Santa Barbara College in 1877 and then took various courses in kindergarten training schools, and taught in Mexico and in the schools of Tucson, Ariz. Several of Miss Smith's early books dealt with the then new theories of kindergarten practice, notably those advanced by Friedrich Froebel, who had begun the movement in Germany in 1837. Among her books on aspects of this subject were "The Kindergarten in a Nutshell," "The Children of the Future," "The Message of Froebel" and "The Home-Made Kindergarten," also in collaboration with her sister, "Children's Rights," and "The Republic of Childhood." Some of her children's books were "Under the Cactus Flag," "Three Little Marys," "Nelson, the Adventurer," "The Doll's Calendar," "Old, Old Tales from the Old, Old Book," "The Christmas Child," "Action Poems and Plays for Children." With her sister she collaborated in editing "The Arabian Nights" and "Magic Casements." She also wrote with her sister "Golden Numbers," "Tales of Wonder," and many others.

## Whitlock's to Be Sold February 14

THE ESTATE OF WHITLOCK'S BOOK STORE, INC., of New Haven, Conn., will be sold on February 14, at 2:30. This includes stationery, books, school supplies, typewriters, and complete restaurant equipment, and the fixtures; but does not include the antiques, accounts receivable, good will or trade marks.

## Creditors of Lamar Book Store Await Final Settlement

THE LAMAR BOOK STORE IN HOUSTON, TEXAS, was finally closed January 13th, the business having been gradually liquidated. All local creditors were paid in full including the bank and the landlord. Out of town creditors were first offered 33 $\frac{1}{3}$ % to settle in full. Some of the smaller creditors accepted the offer and were paid. Large out of town creditors rejected the offer. On February 5th an offer to pay the remaining creditors 54% was made in which event Mrs. Carroll, mother of Mrs. Bullington, would receive the unliquidated assets, the rare books and accounts receivable in payment of a loan to the corporation of \$35,000. It seems likely that this offer will be rejected, and another offer will be arranged or a petition in bankruptcy will be filed.

## Hollywood Buys Pat Hunt's

MORTON GRANT ANNOUNCES that the Hollywood Book Store has taken over the stock of Pat Hunt's Book Shop and that Miss Hunt has been added to the staff. On February 5 the store held a big clearance sale of the stock purchased and sale stock of the Hollywood Book Store.

## Boston Religious Booksellers Reorganize Group

ON SEPTEMBER 20, 1933, the Religious Booksellers' Association of Boston was reorganized. The officers elected were Harry Keiser, of the Methodist Book Concern, president; and Frank D. Randolph, of the Judson Press, secretary. This association meets the third Wednesday of each month with outstanding speakers. The aim is to create a better fellowship among the religious bookmen of Boston. Any bookmen of Greater Boston belonging to this group, may communicate with the secretary.

## Error

THROUGH AN UNFORTUNATE misunderstanding the list of travelers for G. P. Putnam's Sons and Minton, Balch, as given in the Travelers' Number of the *Publishers' Weekly*, January 27th, was incorrect. Travelers and their respective territories are correctly listed below:

F. H. HETTINGER (New York City, Springfield, Hartford and New Haven)  
JAMES V. MALLOY (Boston, some New England towns, Pacific Coast, part of Middle West)  
JOHN W. SOMMER (Philadelphia, South, part of Middle West)  
A. J. WHITE (New York City, part of New England, New York and Pennsylvania)  
JAMES L. NERNEY (Chicago, and other important cities in Middle West)  
HARRY M. SNYDER (Orient)  
THOMAS ALLEN (Canada)

The list of travelers for the firm of Loring and Mussey was omitted from the travelers' directory. These travelers are:

PERCY LORING (East)  
WALLACE WACHOB (Pacific Coast)  
WILLIAM C. ROBINSON (Middle West)  
MELRICHS V. ROSENBERG (South and smaller Eastern cities)

## Changes in Price

ALFRED A. KNOPF, INC.

"Mrs. Abraham Lincoln," by W. A. Evans, will be reduced from \$4 to \$2 as of March 4, 1934.

## New Trade Publishers

ESSER-FREDERICK, INC., 234 East 39th Street, New York City, have entered the field of trade publishers, with a book by Ethel Peyser, author of "How to Enjoy Music" and co-author with Marion Bauer of "How Music Grew" and "Music Through the Ages." Miss Peyser's new book is entitled "The Book of Culture—A Springboard to Learning," and will be published on February 12. According to the publishers their first printing of 2500 copies is exhausted and a second printing of 3000 has been ordered. An arrangement has been made with the salesmen of G. P. Putnam's Sons to show this book to the trade.



# Market News

## One Month from Now—A Forecast

THE ROBBER BARONS, by Matthew Josephson.  
*Harcourt, Brace, \$3.50.*

NO THANK YOU, by Vash Young. *Bobbs-Merrill, \$1.50.*

COLONEL LAWRENCE: THE MAN BEHIND THE LEGEND, by B. H. Liddell Hart. *Dodd, Mead, \$3.75.*

COME OUT OF THE PANTRY, by Alice Duer Miller. *Dodd, Mead, \$2.*

DEATH CRUISES SOUTH, by Roger Denbie. *Morrow, \$2.*

A JOURNAL OF THESE DAYS, by Albert Jay Nock. *Morrow, \$2.75.*

THE LESSER ANTILLES CASE, by Rufus King. *Doubleday, Doran, \$2.*

THE STORY OF GARDENING, by Richardson Wright. *Dodd, Mead, \$3.*

DOCTOR ARNOLDI, by Tiffany Thayer. *Messner, \$2.50.*

THE GARDEN GUIDE; 6th ed. *Dodd, Mead, \$2.50.*

MERIWETHER LEWIS, by Charles Morrow Wilson. *Crowell, \$2.75.*

IN SIGHT OF EDEN, by Roger Vercel. *Harcourt, Brace, \$2.50.*

THE SYCAMORE TREE, by Elizabeth Cambridge. *Putnam, \$2.50.*

Mar. 1. A composite biography of the American capitalist, the Book-of-the-Month Club March selection. Posters and ample advertising.

Mar. 7. The author of those best sellers, "A Fortune to Share" and "Let's Start Over Again," writes of his experiences with liquor, money and religion.

Mar. 14. The life story of "Lawrence of Arabia." There will be a poster reproducing the jacket.

Mar. 14. A novelette and four stories, by the author of "Roberta."

Mar. 14. A Bermuda murder mystery. Special displays will use model sail boats. Advertising will be directed at Bermuda travelers.

Mar. 14. Running comment on life today, covering, in diary form, the days from June, 1932, through December, 1933.

Mar. 14. Crime Club selection. D.D. is providing a small metal semi-permanent sign calling attention to the Crime Club itself.

Mar. 14. The whole history of gardening by the editor of *House and Garden Magazine*.

Mar. 15. A big advertising campaign on one of Thayer's most sensational stories. Posters and imprinted postcards available.

Mar. 15. Dodd, Mead is planning a window display contest on all De La Mare garden books, details to be announced later. This book will have a 14 x 22 poster in six colors.

Mar. 15. The life of Lewis, of Lewis and Clark. The jacket design will be reproduced in a poster.

Mar. 15. A story of Brittany fishermen—the winner of the America-France award.

Mar. 16. The author of the successful "Hostages to Fortune," now in its 4th printing, tells a story of an average Englishman's life.

## Out This Week

BED MANNERS, by Dr. Ralph Y. Hopton and Anne Balliol. *Vanguard Press, \$1.*

CITY HARVEST, by Margaret Cheney Dawson. *Macmillan, \$2.*

THE HOUR OF DECISION, by Oswald Spengler. *Knopf, \$2.50.*

HOW TO SUCCEED IN LIFE, by Grenville Kleiser. *Funk & Wagnalls, \$2.*

THE MAKING OF AMERICANS, by Gertrude Stein. *Harcourt, Brace, \$3.*

SOLDIERS—WHAT NEXT! by Katherine Mayo. *Houghton Mifflin, \$3.50.*

An amusing book of bedroom etiquette. This and "Men Are Clumsy Lovers" each has a Valentine band.

This story of events on New Year's Eve among New York's intelligentsia will have special advertising and promotional aids. The author is a well-known book reviewer.

Pursuing his theme of the decline of western civilization, Spengler has produced a highly controversial book. It has sold 200,000 copies in Germany despite the fact that in several respects it is anti-Nazi.

The first of the Literary Digest Books.

Published on the date of the opening of Gertrude Stein's opera in Hartford. Posters, imprinted circulars, and advertising in weekly papers and monthly magazines.

The author of "Mother India" has made an important study of the ex-soldier question in America. A striking poster and special advertising.

# Market News

## *The January Best Sellers*

### FICTION

1. ANTHONY ADVERSE, by Hervey Allen. *Farrar & Rinehart*, \$3.
2. WITHIN THIS PRESENT, by Margaret Ayer Barnes. *Houghton Mifflin*, \$2.50.
3. OIL FOR THE LAMPS OF CHINA, by Alice Tisdale Hobart. *Bobbs-Merrill*, \$2.50.
4. MEN AGAINST THE SEA, by Charles B. Nordhoff and James N. Hall. *Little, Brown*, \$2.
5. THE THIN MAN, by Dashiell Hammett. *Knopf*, \$2.
6. SEA LEVEL, by Anne Parrish. *Harper*, \$2.50.
7. THE MOTHER, by Pearl S. Buck. *John Day*, \$2.50.
8. THE BIRD OF DAWNING, by John Masefield. *Macmillan*, \$2.50.
9. ONE MORE RIVER, by John Galsworthy. *Scribner*, \$2.50.
10. SKIN AND BONES, by Thorne Smith. *Doubleday*, *Doran*, \$2.

The head of the list for the seventh month running. Sixty-nine of the 95 stores sending us their January reports placed it first on their lists. Among the stores where it outsold all other fiction in January are the Personal Book Shops, Boston; Kroch's, Chicago; Frances McLeod's, Milwaukee—nine in all reporting it first.

The best seller at J. K. Gill's, Portland, and among the first at 54 stores sending us their lists. Was fourth in December.

Sixth printing, totalling 29,000. Half the fiction list is new this month, and this topped all other January books. Six stores including Scribner's in N. Y. and Gelber-Lilienthal in San Francisco placed it first on their lists.

Another January title that immediately became a best seller. Led all fiction at The Sunwise Turn, N. Y. and Witkower's, Hartford.

Also one of the first 1934 best sellers. Beat all other fiction at the Beacon Book Shop, N. Y. and the Greenwood Book Shop, Wilmington.

Still another of the January crop of best sellers. Reported to us by 41 stores.

One of the few 1933 best sellers still going strong in 1934.

Thirty-four stores reported it a best seller.

Selling 2,000 a week. Published after Christmas, it ranks among this year's new best sellers.

### NON-FICTION

1. LIFE BEGINS AT FORTY, by Walter B. Pitkin. *Whittlesey House*, \$1.50.
2. CROWDED HOURS, by Alice Roosevelt Longworth. *Scribner*, \$3.
3. BRAZILIAN ADVENTURE, by Peter Fleming. *Scribner*, \$2.75.
4. TESTAMENT OF YOUTH, by Vera Brittain. *Macmillan*, \$2.50.
5. 100,000,000 GUINEA PIGS, by Arthur Kallet and F. J. Schlink. *Vanguard Press*, \$2.
6. MORE POWER TO YOU! by Walter B. Pitkin. *Simon & Schuster*, \$1.75.
7. THE MAN OF THE RENAISSANCE, by Ralph Roeder. *Viking Press*, \$3.50.
8. MARIE ANTOINETTE, by Stefan Zweig. *Viking Press*, \$3.50.
9. TIMBER LINE, by Gene Fowler. *Covici, Friede*, \$3.
10. THE EDWARDIAN ERA, by André Maurois. *Appleton-Century*, \$3.

A new printing of 20,000 brings its total to 120,000. Back in first place, exchanging places with "Crowded Hours" for the second time. The non-fiction leader at 27 stores sending us their reports.

Eight stores, including McAlpin's, Cincinnati; Loring, Short & Harmon's, Portland; Emily Mundy's, Syracuse; Osborne's, Santa Barbara, reported it their January non-fiction best seller.

The only 1934 book to win a place on the non-fiction best seller list.

Off to a slow start, this is now selling with the best. Seven stores reported it their best-selling title, among them Burdine's, Miami; Lowman & Hanford, Seattle; Wayfarer's, Washington.

After a Christmas slump, this perennial returns to the toppers in full force, with listing this month by 38 stores.

Up from eighth place in December. The best seller at Preston & Rounds, Providence.

The leader at six stores sending us their January lists.

A best seller at 32 stores, with top place at Miller & Rhoades, Richmond; Venables, Oklahoma City and Castner, Knott, Nashville.

Not a 1934 book, but new to the best seller list. The leader in Colorado stores, and good sales elsewhere.

The best seller in non-fiction during January at Frances McLeod's Book Stall, Milwaukee.

# The Weekly Record

*Describes and Indexes the New Books of all Publishers in a Convenient Reference and Buying List for Bookstores and Libraries*

Ar: Fine Arts    Dr: Drama    Hi: History    Po: Poetry    Sp: Sports  
Bi: Biography    Ec: Economics    Ju: Juveniles    Re: Religion    Tr: Travel  
Bu: Business    Fi: Fiction    Mu: Music    Sc: Science

## Abbey, James

California; a trip across the plains. 63p. O (Mag. of Hist. extra no. 183) '33 N. Y., Wm. Abbott pap., 5.00

## Adams, Walter R.

The dead lie down. 95p. D [c. '34] Dallas, Tex., Kaleidograph Press bds., 1.50

## Alexander, grand duke of Russia

Once a grand duke. 348p. il. O (Star b'ks) [c. '32] Garden City, N. Y., Garden City Pub. Co. 1.00

## Allen, Bernard M.

Gordon in China. 233p. il. D '34 N. Y., Macmillan 3.00

## Andrews, Charles McLean

A short history of England; rev. ed. 528p. il., maps D (Allyn & Bacon's ser. of school histories) [c. '33] Bost., Allyn & Bacon 1.80

Art in America, from 1600 to 1865. 56p. Ar (bibl.) il. (pt. col.) F [c. '34] Chic., Univ. of Chic. Press pap., 1.00

The guide to a radio series "Art in America" to be broadcast over WJZ and a national network on Saturday nights from Feb. 3rd to May 19th. The broadcasts were initiated by the General Federation of Women's Clubs under the auspices of the American Federation of Arts, with the cooperation of many leading companies, museums and institutions.

## Bacon, George W.

Life and adventures of Abraham Lincoln; pt. 2. 54p. O (Mag. of Hist. no. 189) '33 N. Y., Wm. Abbott pap., 5.00

## Baynes, Charlotte A., tr.

A Coptic Gnostic treatise contained in the Codex Brucianus. 254p. il. O '34 N. Y., Macmillan 10.00

## Beard, Charles Austin

The economic basis of politics [new ed.]. 99p. D '34, c. '22, '34 N. Y., Knopf 1.25

## Bowles, Paul

Two poems [lim. ed.]. 2p. O (Poetry ser., pamphlet 5) [n. d.] [N. Y., Modern Editions Press, 725 Greenwich St.] pap., .25

## Bradbury, Robert Hart

A first book in chemistry; 3rd ed. 643p. (bibl.) il. (col. front.), diagr. D [c. '22-'34] N. Y., Appleton-Century lea. cl., 1.80

## Brewster, Eugene V.

Ten essentials for successful pictures. 36p. O '33 Los Angeles, John Murray, 5108 Van Ness bds., 1.00

## Brighthouse, Harold

Safe amongst the pigs; a comedy in three acts. 60p. diagr. O (French's standard lib. ed.) c. '30 N. Y., S. French pap., .75

## Broun, Robert Carlton

Houdini [lim. ed.]. 3p. O (Poetry ser., pamphlet 8) [n. d.] [N. Y., Modern Editions Press, 725 Greenwich St.] pap., .25

## Brown, James S.

California gold; a history of the first find with names of those interested. 45p. O (Mag. of Hist., extra no. 191) '33 N. Y., Wm. Abbott pap., 5.00

## Buck, Pearl Sydenstricker [Mrs. John Lossing Buck]

The good earth; introd. by the author. 387p. (bibl.) S ['34, c. '31, '33] N. Y., Modern Lib. flex. cl., .95

## Burghclere, Lady Winifred, ed.

A great lady's friendships. 515p. O '34 N. Y., Macmillan 6.00

THIS LIST aims to be a complete and accurate record of American book publication. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place, not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from the title-page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case the word "apply" is used. When not specified the binding is "cloth."

Imprint date or copyright date is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

★ indicates a translation from a foreign language, a key used at the request of the International Institute of Intellectual Cooperation of the League of Nations.



**Burns, Annie Johnson**

Stories of shepherd life; a social science reader. 124p. il. S [c. '34] N. Y., Amer. B'k .52

**Byron, George Gordon Noël Byron, 6th baron**

The letters of George Gordon, sixth Lord Byron; comp. by R. G. Howarth; introd. by André Maurois. 493p. il. (pors.) D ['34] N. Y., Dutton 3.00  
About three hundred letters, illustrated in photogravure by sixteen contemporary portraits.

**Carmichael, Amy**

Rose from brier. 208p. il. D '34 N. Y., Macmillan 1.60

**Carpenter, Harry A. and Wood, George C.**

Our environment; its relation to us; new ed. 419p. il. (pt. col.) D '33 Bost., Allyn & Bacon 1.20

**Chapin, Christina**

Sanctuary. 31p. D '34 Bost., Houghton bds., 2.00  
A narrative poem about the struggle of the Britons against the Roman invaders.

**Chapman, John Will**

Railroad mergers. 169p. (2p. bibl.) maps O c. [N. Y.], Simmons-Boardman 3.00  
A short history of our railroads and discussions of the present schemes for merging them into a few large systems.

**Chichester, Francis C.**

Seaplane solo. 314p. il., map D [c. '34] N. Y., Harcourt 2.50  
A personal narrative of a solo flight from New Zealand to tiny Norfolk Island, from there to Lord Howe Island, and then on to Australia.

**Clarke, Florence**

Give yourself a new deal. 70p. O [c. '33] Bost., Christopher 1.50  
An essay in personal development.

**Clay, Cassius Marcellus**

The mainstay of American individualism. 282p. (2p. bibl., bibl. footnotes) D c. N. Y., Macmillan 2.50  
A survey of the farm question.

**Clements, Bernard [originally William Dudley Clements]**

The royal banners. 122p. D '34 N. Y., Longmans 1.50  
Holy Week sermons.

**Clow, William McCallum, D.D., ed.**

The Bible reader's encyclopaedia and concordance; based on The Bible reader's manual by Rev. C. H. Wright; new rev. ed. 433p. il., maps (col.) D [n. d.] N. Y., Wm. Collins, 15 E. 26th St. flex. lea. cl., 1.00

Airports and established landing fields in the United States; 1933 ed. il., maps Q '33 Hackensack, N. J., Airport Directory Co. pap., 3.00

**Allen, Don Cameron**

Francis Meres's treatise "Poetrie"; a critical edition. 158p. (5p. bibl.) Q (Univ. of Ill. studies in lang. and lit., v. 16, nos. 3-4) '33 [Urbana], Univ. of Ill. pap., 1.50

**[Bennett, M. K. and others]**

World wheat survey and outlook, January 1934. 39p. (bibl. footnotes) diagrs. Q (Wheat studies, v. 10, no. 4) c. Stanford Univ., Cal., Food Research Inst. pap., .50

**Carroll, W. E.**

Oats as a feed for swine. 12p. O (Agri. Exp. Sta. circular 414) ['33] [Urbana], Univ. of Ill. pap., apply

**Clune, Henry W.**

Seen and heard. 110p. D [c. '33] Rochester, N. Y., Democrat & Chronicle 1.00  
Essays and anecdotes selected from the author's "Seen and Heard" column in the Rochester Democrat and Chronicle.

**Cohen, Octavus Roy**

Scarlet woman. 300p. D '34, c. '33, '34 N. Y., Appleton-Century 2.00  
The story of a woman who courageously fought to make her life a success in spite of the malicious attitude of the people in her small southern city.

**Cole, George Douglas Howard and Cole, Margaret Isabel Postgate [Mrs. G. D. H. Cole]**

End of an ancient mariner. 318p. D (Crime club) '34, c. '33, '34 Garden City, N. Y., Doubleday 2.00  
The case of the murder of Captain John Jay, ancient mariner, is seen from both sides—the murderer's and the Scotland Yard detective's. The Crime Club selection for February.

**Conkwright, Nelson Bush**

Differential equations. 247p. D '34 N. Y., Macmillan 1.90

**Crobaugh, Clyde Julian**

Annuities and their uses; a non-technical explanation. 155p. (2p. bibl.) D [c. '33] [Wellesley Hills, Mass., Author, 11 Abbott Rd.] 2.00

**Cumming, Charles Gordon**

The Assyrian and Hebrew hymns of praise. 176p. (2p. bibl.) O (Columbia Univ. oriental studies, v. 12) c. N. Y., Columbia Univ. Press 3.00

**Davey, Norman**

The pilgrim of a smile; new ed. 325p. D '33 Chic., Argus B'ks 1.50

**Dawson, Margaret Cheney**

City harvest. 213p. D c. N. Y., Macmillan 2.00  
Some of the serious emotional problems of modern life are considered in this novel laid in New York City at a frivolous party on the New Year's Eve of 1932-33.

**Day, Clarence**

In the Green Mountain country. no p. O '34 New Haven, Yale bds., .50  
An account of the last day of former President Coolidge's life and of his funeral, originally published in the New York American.

**Delafield, E. M., pseud. [Mrs. Edmée Elizabeth Monica De La Pasture Dashwood]**

To see ourselves; a domestic comedy in three acts. 59p. diagrs. O (French's standard lib. ed.) c. '31, '32 N. Y., S. French pap., .75

**Carver, Rev. Charles C. W., comp.**

The way of Calvary; devotions for Lent and Holy Week, based on Holy Scripture, the Book of Common Prayer, and Christian tradition. 31p. D [c. '34] Milwaukee, Morehouse pap., .05

**[Caterina, Sister]**

Roses, red and white and gold; the rosary mysteries explained to children. no p. il. (pt. col.) Q [c. '34] N. Y., Benziger pap., apply

**Conger, Gladys Pelton**

Comprehensive guidebook for seventh grade geography; Texas ed. 64p. maps Q '33 Oklahoma City, Harlow Pub. Co. pap., .35

Comprehensive guidebook for seventh grade United States history; Texas ed. 128p. maps Q '33 Oklahoma City, Harlow Pub. Co. pap., .50

**Edgerton, Edward Ira and Carpenter, Perry Amherst**

New elementary algebra. 320p. il., diags. D (Edgerton-Carpenter-Glass ser.) [c. '33] Bost., Allyn & Bacon 1.00

**Elliott, Mabel Agnes and Merrill, Francis E.**

Social disorganization. 842p. (bibls., bibl. footnotes) O c. N. Y., Harper 3.50

A study of social problems from the point of view of the processes underlying and contributing to social and individual disorganization.

**English, Horace Bidwell**

A student's dictionary of psychological terms; 4th ed. 138p. O '34, c. '28, '34 N. Y., Harper 1.25; pap., .90

**Fagan, James Bernard**

The improper duchess; a modern comedy in three acts. 70p. il. O (French's standard lib. ed.) c. '31, '33 N. Y., S. French pap., .75

**Fish, Rev. Perrin Bachelder**

A yeoman of the Lord. 85p. il. D '33 N. Montpelier, Vt., Driftwind Press .75

**Fleming, Russell Clark, comp.**

Source book; a directory of public agencies in the United States engaged in the publication of literature on mining and geology. 128p. S '33 c. N. Y., Amer. Inst. of Mining & Metallurgical Engineers, 29 W. 39th St. 1.00; gratis, to members

**Ford, Harry Egerton and Cano, Juan**

A new Spanish reader; based on A graded Spanish word book and the recommendations of the American and Canadian Committees on Modern Languages. 314p. il. S [c. '34] N. Y., Holt .96

**Garis, Roy L.**

Principles of money and credit. 535p. O '34 N. Y., Macmillan 2.25

**Garten, Stanley**

Commercial law. 266p. S [c. '33] N. Y., College Entrance B'k Co. 1.00; pap., .60  
A textbook for a year or half-year course.

**Gibbs, Lewis, pseud. [Joseph Walter Cove] Fi**

Excursion to Lilliput; a novel. 244p. D c. N. Y., Appleton-Century 2.00

A novel for adults in which the inner life of a typical English schoolboy is presented during the course of a single day.

**Gibson, Alexander George**

The physician's art; an attempt to expand John Locke's fragment *De arte medica*. 237p. D '33 N. Y., Oxford 3.00

**Good, Ronald**

Plants and human economics. 214p. il. S '34 N. Y., Macmillan 1.75

**Gordon, Dudley Chadwick and King, Vernon Rupert, comps.**

College readings on today and its problems. 657p. O '33 N. Y., Oxford 1.95

**Gore, Mary Cavendish**

Mad hatter's village. 306p. D [c. '34] N. Y., King 2.00

A story of life in a pseudo-literary colony on the California seashore.

**Grant, Charles, pseud.**

More money. 276p. O [c. '34] [N. Y., Kendall] 2.00

A story of a group of modern people whose lives were entangled and all of whom, wealthy and poor alike, needed more money badly.

**Green, Rev. Peter**

Watchers by the Cross; thoughts on the seven last words. 114p. D '34 N. Y., Longmans 1.50

**Gregory, Horace**

A wreath for Margery [lim. ed.]. 2p. O (Poetry ser., pamphlet 2) [n. d.] [N. Y., Modern Editions Press, 725 Greenwich St.] pap., .25

**Grey, Vivian**

Tender melody; a love story. 246p. D [c. '33] N. Y., Chelsea House .75

**Grimm, Jakob Ludwig Karl and Grimm, Wilhelm Karl: Andersen, Hans Christian ★ Ju**

The fairy tales of Grimm and Andersen; il. by Anne Anderson. 575p. il. (pt. col.) Q [n. d.] N. Y., Wm. Collins Sons, 15 E. 26th St. 2.50

**Hardy, Thomas**

Chosen poems of Thomas Hardy. 288p. T (Golden treasury ser.) '34, c. '04, '25 N. Y., Macmillan 1.50

**Hay, Ian, pseud. [John Hay Beith, Junior sub., pseud.] Dr**

Mr. Faint-heart; a romantic comedy in three acts. 67p. il., diagr. O (French's standard lib. ed.) c. '31 N. Y., S. French pap., .75

**Henderson, Mrs. A. M.**

Speech and song; a direct approach to singing. 109p. il. D '34 N. Y., Macmillan 1.40

**Hertz, Emanuel, and others**

Rare Lincolniana. 52p. O (Mag. of Hist. extra no. 181) '33 N. Y., Wm. Abbatt pap., 5.00

**Economic significance of the N.R.A.** 11p. O c. '33 N. Y., Nat'l Stockholders' Soc. of America, 75 West St. .25

**Edmunds, Abe Craddock**

Five men [verse]. 70p. '33 Lynchburg, Va., Mutual Press pap., 2.00

**Ezekiel, Mordecai and Bean, Louis H.**

Economic bases for the Agricultural Adjustment Act. 67p. (bibl. footnotes) map, diags. O '33 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap., apply

**Farley, Belmont**

Interpreting the secondary school to the public. 119p. (bibl. footnotes) il., diags. O (Office of Educ. bull., 1932, no. 17; Nat'l Survey of Secondary Educ. monograph no. 16) '33 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap., .10

**Field, Rachel**

The Londonderry air; play in one act. 16p. D [c. '27] N. Y., S. French pap., .35

**Fortenbacher, Olive White and others**

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**[Frysinger, Grace E.]**

Home demonstration work. 14p. il., diagr. O (U. S. Dept. of Agri. misc. pub'n no. 178) ['33] [Wash., D. C., Gov't Pr. Off.; Sup't of Doc.] pap., .05

**George, Charles**

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**Hamilton, Mrs. Frank.**

Bible lessons in Bible order; v. 4 [for children]. 144p. '33 Chic., Bible Inst. Colportage Ass'n pap., .50

**Heller's Book of magic**, containing brief but all important hints as to magic and its mysteries. 100p. il. D '33 Milwaukee, Caspar, Krueger, Dory pap., .25

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**Heyer, Gustav Richard, M.D.**

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The organism of the mind; an introduction to analytical psychotherapy; tr. [from the German] by Eden and Cedar Paul. 284p. (bibl. footnotes) il. O '34 N. Y., Harcourt 3.50

An outline of a psychotherapy akin to that of Jung, avoiding the principles of Freud and Adler.

**Hope, Fielding**

Fi

Marie Arnaud, spy. 256p. D [c. '34] N. Y., Macaulay 2.00

A tale of adventure and romance centering around the powerful and alluring spy, Marie Arnaud.

**Hopton, Ralph Y. and Balliol, Anne**

Bed manners; how to bring sunshine into your nights. 122p. il. D [c. '34] N. Y., Vanguard bds., 1.00

An amusing guide to the etiquette of the bedroom, the bathroom, the sleeping-car, etc.

**Hubbard, Joseph B.**

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The banks, the budget and business. 161p. diagrs. D. c. N. Y., Macmillan 1.75

A review of political and financial events of 1931-33, an appraisal of the new economic legislation in reference to business recovery, and a discussion of the problems presented by the federal budget and inflation. The author is editor of *The Review of Economic Statistics*.

**Hughes, R. O.**

Problems of American democracy; new ed. 672p. il. D '33 Bost., Allyn & Bacon 1.60

**Hughes, Rupert**

The art of hope. 108p. il. D [c. '33] [Van Nuys, Calif., Delta Phi Lambda Sorority] 2.00

An essay in tribute to the work of Milton H. Berry in helping crippled children at his Institute of Patho-Kinesiology in California, with an article by Mr. Berry, giving case histories. The book is published for the purpose of aiding the Berry Institute by a Sorority composed of young women, all of whom are or have been paralyzed.

**Hutchings, J. M.**

The miner's ten commandments. 48p. front. O (Mag. of Hist. extra no. 182) '33 N. Y., Wm. Abbott pap., 5.00

**Immoral anthology (An); il. by André Po**

Durenceau. 130p. O (At the Sign of Blue-Backed Ape) '33 New Rochelle, N. Y., [Walpole Pr. Off., 376 Main St.] bds., 10.00, b'x'd

Humorous poems by Campion, Donne, Keats and many other famous poets.

**Keiser, Albert**

The Indian in American literature. 318p. (bibl.) O '33 N. Y., Oxford 3.00

**Kammlade, W. G.**

The sheep enterprise; how to establish and maintain the farm flock. 32p. (bibl. footnotes) il., diagr. O (Agri. Exp. Sta. circular 415) ['33] [Urbana], Univ. of Ill. pap., apply

**Kaser, Arthur Leroy**

Humorous monologues for women. 140p. D [c. '33] Bost., W. H. Baker pap., .50

**Kefauver, Grayson N. and others**

Part-time secondary schools. 104p. (bibl. footnotes) diagrs. O (Office of Educ. bull., 1932, no. 17; Nat'l Survey of Secondary Educ. monograph no. 3) '33 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap., .10

**Kummer, Clare**

Papers; comedy in one act. 16p. D [c. '27] N. Y., S. French pap., .35

**Kilpatrick, William Heard**

Source book in the philosophy of education; rev. ed. 553p. D '34 N. Y., Macmillan 2.25

**Kirk, John George, and others**

Bookkeeping for immediate use. 403p. il. (pt. col.) O [c. '34] Phil., Winston 1.60

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**Kirstein, Lincoln**

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Notre dame des cadres [lim. ed.]. 2p. O (Poetry ser., pamphlet 1) [n. d.] [N. Y., Modern Editions Press, 725 Greenwich St.] pap., .25

**Kleiser, Grenville**

How to succeed in life. 336p. D c. N. Y., Funk & Wagnalls 2.00

How to live efficiently by properly planning our daily lives.

**Lambert, Sir Henry**

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The nature of history. 102p. '33 N. Y., Oxford 1.75

**Larsson, Raymond Ellsworth**

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A sheaf [lim. ed.]. 2p. O (Poetry ser., pamphlet 3) [n. d.] [N. Y., Modern Editions Press, 725 Greenwich St.] pap., .25

**Lavarre, William**

Fi

The fated woman. 256p. D [c. '34] N. Y., Macaulay 2.00

Kidnapped as a child, Lili Karna was brought up in an underworld dive in Cairo.

**Lee, Thomas Francis Fitzhugh**

Purusha; time—matter—life; lim., signed ed. 201p. il., maps, diagrs. O [c. '33] Brooklyn, N. Y., Author, 44 Court St. 5.00

**Linklater, Eric**

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The Crusader's key. 42p. O ['34, c. '33] N. Y., Knopf bds., 1.25

The story of a Crusader who did not trust his wife's virtue.

**Lovell, Reginald Ivan**

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The struggle for South Africa 1875-1899. 453p. (2p. bibl.) front. (map) O (Bur. of Internat'l Research, Harvard and Radcliffe, pub'n) c. N. Y., Macmillan 4.00

A study in economic imperialism.

**McFayden, John Edgar, D.D.**

Re

The message of the parables. 246p. (bibl.) D ['34] N. Y., Funk & Wagnalls 2.00

A discussion of Jesus' parables, one by one.

**[Lash, Elmer]**

Eradicating tuberculosis from poultry and swine. 8p. O (U. S. Dept. of Agri. leaflet no. 102) '33 [Wash., D. C., Gov't Pr. Off.; Sup't of Doc.] pap., .05

**Levine, A. Arthur**

Elementary history from the French and Indian War through the making of the Constitution. 112p. il., map D '33 N. Y., Globe B'k pap., .34

**Library of Congress**

Report of the Librarian of Congress for the fiscal year ending June 30, 1933. 270p. il., diagrs. O '33 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. .75

**McDonagh, J. E. R.**

The nature of disease journal; v. 2. 196p. O c. '33 Chic., Chicago Medical B'k Co. pap., 3.00



**Mackay, W. Gayer and Ord, Robert** Dr

Paddy, the next best thing; a play in four acts, adapted from the novel of the same name by Gertrude Page. 91p. il., diags. O (French's standard lib. ed.) c. '27 N. Y., S. French pap., .75

**Macmillan, Harold**

Reconstruction; a plea for a national policy. 142p. O '34 N. Y., Macmillan 1.40

**Mank, Helen Gardner** Sc

The living world; an elementary biology. 698p. (12p. bibl.) il. (pt. col.), diags. O [c. '33] Chic.. B. H. Sanborn 1.68

**Marx, Karl**

Capital, in lithographs [bv] Hugo Gellert. 60p. Q [c. '34] N. Y., Long & Smith 2.00

A condensation of "Das Kapital," each page illustrated with a lithograph interpreting the struggle between capital and labor.

**Matthews, Isaac George** Re

Old Testament life and literature; new ed. rev. 373p. (2d. bibl.) maps, diags. D '34, c. '23, '34 N. Y., Macmillan 1.75

**Mavo, Katherine**

Soldiers what next! 582p. (bibl. footnotes) O c. Bost., Houghton 3.50

A comparative study, based on personal investigation, of war pensions and veterans' bonus legislation here and abroad.

**Melton, Wightman Fletcher** Po

Chimes of Oglethorpe. 60p. O [c. '33] Oglethorpe Univ., Ga., Oglethorpe Univ. Press bds., 1.50

**Morrow, Mrs. Honoré McCue Willsie** Fi

The Lincoln stories of Honoré Morrow. 172p. il. (col. front.) D '34, c. '17-'34 N. Y., Morrow 1.75

Containing "Dearer Than All," "Benefits Forgot" and "The Lost Speech of Abraham Lincoln."

**Mueller, Charles C.**

Pioneers of mixing whiskeys, ryes and bourbons at elite bars. 107p. il. T c. '34 N. Y., Author, 149 5th Ave. pap., 1.00

Recipes for all kinds of drinks in which whiskey is an ingredient.

**Munro, Dana G.** Hi

The United States and the Caribbean area. 330p. (bibl. footnotes) D c. Bost., World Peace Found. 2.00

A summary of the relations of the United States with the various countries of the Caribbean area, by a professor of Latin American history and affairs at Princeton University.

**Myers, George Edmund, and others**

Planning your future; an occupational text for junior high school grades; 2nd ed. 433p. (8p. bibl.) il., diags. D '34, c. '30, '34 N. Y., McGraw-Hill 1.50

**Neale, J. E.** Bi

Queen Elizabeth. 402p. il. O [c. '34] N. Y., Harcourt 3.75

A biography of Queen Elizabeth of England, written for the general reader by an Elizabethan scholar who is a professor of history in the University of London.

**Nock, A. D.** Re

Conversion; the old and the new in religion from Alexander the Great to Augustine of Hippo. 321p. O '33 N. Y., Oxford 5.00

**Nogales y Mendez, Rafael de** Bi

Memoirs of a soldier of fortune. 394p. front. (por.) O (Star b'ks) [c. '32] Garden City, N. Y., Garden City Pub. Co. 1.00

**O'Brien, Conor** Sp

On going to sea in yachts; il. by the author. 164p. D '33 N. Y., Oxford 2.75

**Odland, Martin Wendell**

The new Canaan, in which Onon Bjornson tells the saga of the early Norse migration to America and the story of a great love. 208p. il. D '33 Minneapolis, Augsburg 1.00

**Parker, Clifford Stetson, ed.**

French stories of the past and present. 449p. il., map S [c. '33] N. Y., Holt 1.00

For third year high school classes or any reading course in college.

**Patton, James Welch** Hi

Unionism and reconstruction in Tennessee 1860-1869. 279p. (16p. bibl.) il. O c. Chapel Hill, Univ. of N. C. Press 3.50

A history of the Civil War and reconstruction periods in Tennessee.

**Paul-Dubois, Louis François Alphonse** ★ Hi

The Irish struggle and its results; tr. from the French and rev. by T. P. Gill. 160p. O '34 N. Y., Longmans 5.00

A history of Ireland from 1914 through 1926.

**Piston, Walter** Mu

Principles of harmonic analysis. 97p. O '33 c. Bost., E. C. Schirmer Music Co. lea. cl., 2.00

**Pokorny, Julius** ★ Hi

A history of Ireland; tr. from the German by Séana D. King. 192p. (bibl. footnotes) O ['34] N. Y., Longmans 3.40

**Post, Chandler Rathfon** Ar

A history of Spanish painting; v. 5. 372p. il. O '34 Cambridge, Mass., Harvard 7.50

**Powell, Anthony** Fi

Mr. Zouch: superman; from a view to a death. 261p. D ['34] N. Y., Vanguard 2.00

A burlesque of the English country life type of novel.

**Prokosch, E.**

An outline of German historical grammar. 132p. D '33 N. Y., Oxford 1.50

**Punshon, Ernest Robertson** Fi

Information received. 286p. D '34 Bost., Houghton 2.00

Who killed Sir Christopher Clarke and stole the bonds and diamonds of the Belfort Trust?

**McMullen, J. C.**

Be yourself. 128p. D (Playhouse plays) '33 N. Y., Fitzgerald Pub. Corp. pap., .50

**McMurray, Mary I.**

Legendra. 27p. O (Stratford poets) [c. '34] Bost., Stratford pap., .50

**Mason, Alfred DeB.**

Elementary history from the French and Indian War through Jefferson's administration. 112p. il., map D '33 N. Y., Globe B'k pap., .34

**O'Connor, Harvey**

How Mellon got rich. 23p. (bibl. footnotes) D (Internat'l pamphlets no. 36) ['33] N. Y., Internat'l Pamphlets pap., .05

**O'Higgins, Harvey and Ford, Harriet**

The dicky bird; comedy in one act. 15p. D [c. '25] N. Y., S. French pap., .35

**Ravold, John**

Little men; a play in three acts; from the book by Louisa M. Alcott. 93p. diagr. D c. '33, '34 N. Y., S. French pap., .50

- Rakosi, Carl** **Po**  
Two poems [lim. ed.]. 2p. O (Poetry ser., pamphlet 7) [n. d.] [N. Y., Modern Editions Press, 725 Greenwich St.] pap., .25
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A bibliography of Negro migration. 251p. O c. N. Y., Columbia Univ. Press 5.00
- Schrott, Rev. Lambert: Roemer, Rev. Theodore** **Re**  
Pioneer German Catholics in the American colonies (1734-1784): The Leopoldine foundation and the church in the United States (1829-1839). 229p. (bibl.) O (Monograph ser., 13) '33 N. Y., U. S. Catholic Historical Soc., E. P. Herbermann, Sec'y, 346 Convent Ave. 5.00
- Schwartz, Harry W.**  
This book-collecting racket; a few notes on the abuses of book collecting; pt. 1 [lim. numbered ed.]. 46p. D c. Milwaukee, Casanova Press pap., 1.00
- Seasholes, Charles Lyon** **Re**  
For times out of joint. 174p. D (Judson Press sermons) [c. '34] Phil., Judson Press 1.00  
Sermons suited to the needs of present hard times.
- Selincourt, Ernest de** **Bi**  
Dorothy Wordsworth; a biography. 440p. il. O '33 N. Y., Oxford 8.00
- Spalding, Phebe Estelle** **Po**  
Through nature to eternity; lim. ed. 33p. S '33 Claremont, Calif., Saunders Studio Press 1.25
- Spengler, Oswald** **★**  
The hour of decision; pt. 1, Germany and world-historical evolution; tr. from the German by Charles Francis Atkinson. 259p. (bibl. footnotes) O c. N. Y., Knopf 2.50  
Continuing his thesis that western civilization is declining, the author pictures the next decade as the turning point, believing that Germany must lead the renaissance of western morale, because of the Prussian virtues she is preserving.
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Labor and the New Deal. 95p. O c. N. Y., Crofts pap., .75  
A consideration of the position of labor under the N.I.R.A.
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Molecular hydrogen and its spectrum. 357p. (bibl. footnotes) diagrs. O (Silliman Found. memorial lectures) c. New Haven, Conn., Yale 3.00
- Sauer, Carl**  
The distribution of aboriginal tribes and languages in northwestern Mexico. 100p. (6p. bibl.) front. (map) O (Ibero-Americana: 5) '34 Berkeley, Univ. of Cal. Press pap., apply
- Scobey, Fred C.**  
The flow of water in flumes. 98p. (4p. bibl.) diagrs. O (U. S. Dept. of Agri. technical bull. no. 393) '33 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap., .15
- Sharp, William Barnard**  
Medical biology; a laboratory manual of bacteriology, mycology, immunology and parasitology. 443p. il., diagrs. O '33 Galveston, Tex., Author, c/o Medical Dept., Univ. of Tex. pap., 4.50
- Shaw, Ursula C.**  
Poems. 43p. O [n. d.] [Gainesville, Fla., Eleanor G. Shaw, 328 Colson St.] pap., apply
- Thurston, Howard**  
Dreams come true; complete interpretation of the famous magician's dream book. 31p. O '33 Milwaukee, Caspar, Krueger, Dory pap., .35
- Tolman, Edward C.**  
Backward elimination of errors in two successive discrimination habits. 7p. (bibl.) diagrs. O (Univ. of Cal. pub'ns in psych., v. 6, no. 9) '34 Berkeley, Univ. of Cal. Press pap., apply
- Torrey, Charles Cutler**  
The Jewish foundation of Islam. 174p. O '33 N. Y., Jewish Inst. of Religion Press, 40 W. 68th St. pap., 1.50
- Wahlert, Jennie E. and Leutheusser, A. O.**  
My second writing book. 64p. il. Q (Manuscript writing ser.) '33 Chic., Laurel B'k Co. pap., .25
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Household care and cleaning. 24p. O (Agri. Exp. Sta. circular 416) ['34] [Urbana], Univ. of Ill. pap., apply
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Report of the United States National Museum, 1933; pt. 2. 125p. O '33 Wash., D. C., Smithsonian Inst. pap., apply
- Wilson, Henry Van Peters and Coker, R. E.**  
Laboratory guide in general zoology. 62p. O [c. '33] [Chapel Hill], Authors, c/o Univ. of N. C. Press pap., .75
- Year's progress in solving farm problems of Illinois, 1932-33 (A); annual report by H. W. Mumford; comp. by F. J. Keilholz. 295p. il., diagrs. O '33 Urbana, [Univ. of Ill.] pap., apply**
- Stein, Gertrude** **Fi**  
The making of Americans; the Hersland family; preface by Bernard Fay. 439p. D [c. '34] N. Y., Harcourt buck., 3.00  
The first popular American edition of this novel which was originally published in a small edition in Paris.
- Stern, Edith Mendel**  
Men are clumsy lovers. 94p. il. D [c. '34] N. Y., Vanguard bds., 1.00  
The author finds modern manners in love at their lowest ebb.
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Witnesses in court, with some criticisms of court procedure. 112p. D c. N. Y., Macmillan 1.60  
A New York lawyer gives a brief account of life in the courts and of the trials and tribulations of witnesses in civil cases, with suggestions for specific reforms which would lessen the witness' discomfort.
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- Trow, William Clark, ed.** **★**  
Character education in Soviet Russia; foreword by George S. Counts; tr. by Paul D. Kalachov. 199p. (bibl.) il. D [c. '34] Ann Arbor, Mich., Ann Arbor Press 1.25  
Five articles on various aspects of youth education in Soviet Russia, with an introduction by the editor.
- Turberville, A. S. ed.**  
Johnson's England; an account of the life and manners of his age; 2 v. 428p.; 413p. il. O '33 N. Y., Oxford 14.00

**Tuttle, Wilbur C.**

Rifled gold. 272p. D c. Bost., Houghton 2.00  
 Hashknife Hartley, cowpuncher and amateur detective, solves the mystery of the gold robberies at the Comanche Chief mine.

**Vail, Laurence**

Two poems [lim. ed.]. 2p. O (Poetry ser., pamphlet 6) [n. d.] [N. Y., Modern Editions Press, 725 Greenwich St.] pap., .25

**Varner, John Grier, jr.**

Edgar Allan Poe and the Philadelphia Saturday Courier; lim. numbered ed. 96p. (2p. bibl.) il. O '33 University, Va., Univ. of Va., Extension Div. 1.60

**Wall, Evans**

River god. 311p. D [c. '34] N. Y., Macaulay buck., 2.50

The early experience in love of a boy and girl brought up on a Mississippi River plantation almost blights their lives.

**Wear, George W.**

Chips and splinters. 102p. D c. Bost., Meador 1.00  
 Short stories.

**What is the Oxford Group?** by the layman Re with a notebook; foreword by L. W. Grensted. 132p. D '33 N. Y., Oxford 1.25

**Wicksteed, Alexander**

My Russian neighbors; recollections of ten years in Soviet Moscow. 227p. il. D c. N. Y., Whittlesey House, McGraw-Hill 1.75

These recollections give a picture of the day-to-day living of the average Russian.

**Willard, John**

How to stay married. 171p. D c. Ind., Library Guild, Century Bldg. 1.50  
 Some do's and don't's on how to acquire and keep one's spouse.

**Williams, Charles**

Reason and beauty in the poetic mind. 192p. D '33 N. Y., Oxford 2.50

**Wollaston, Alexander Frederick Richmond Bi**

Letters and diaries of A. F. R. Wollaston; ed. by Mary Wollaston; preface by Sir Henry Newbolt. 274p. il. (pors.) O '33 [N. Y., Macmillan] 4.50  
 Records of the travels of an English scientist.

**Wroth, Lawrence Counselman**

An American bookshelf, 1755. 200p. (bibl. notes) O (Pub'ns of Rosenbach Fellowship in Bibliography, 3) c. Phil., Univ. of Pa. Press bds., 2.50  
 A discussion of certain books and pamphlets published in America about the year 1755.

**Young, Kathleen Tankersley**

Apology for love [lim. ed.]. 2p. O (Poetry ser., pamphlet 4) [n. d.] [N. Y., Modern Editions Press, 725 Greenwich St.] pap., .25

**Zetkin, Klara**

Reminiscences of Lenin. 64p. D [c. '34] N. Y., Internat'l Publishers .75

## Title Index to The Weekly Record

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- American bookshelf, 1755, An. Wroth, L. C. 2.50  
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- Yeoman of the Lord, A. Fish, P. B. .75  
Driftwind Press

## OLD & RARE BOOKS

FREDERICK M. HOPKINS

FIRST EDITIONS AND MANUSCRIPTS, many of outstanding importance, the collection of Paul Hyde Bonner, of this city, will be sold at the American-Anderson Galleries the evenings of February 15 and 16. A William Blake group includes a magnificent copy of his "Visions of the Daughters of Albion," formerly belonging to Lord Beaconsfield, whose father, Isaac Disraeli, bought it direct from Blake. This is one of the two extant copies with the eleven plates, all designed and etched in relief by the author and superbly finished by him in opaque pigments and water color, instead of being lightly tinted with water color wash as in all other known copies. This copy is recorded in Geoffrey Keynes' "A Bibliography of William Blake" as a copy of thirteen extant original copies. Another feature of the Blake group is the autograph manuscript of his "Genesis: The Seven Days of the Created World," an unfinished poem of 209 lines, written not earlier than 1797, and one of twelve extant Blake manuscripts recorded by Keynes. Boswell's "The Life of Samuel Johnson," London, 1791, one of the first editions, has laid in the original first leaf of the manuscript, only a very small portion of which was found intact among the Boswell papers recently discovered at Malahide Castle

and acquired by Lieutenant-Colonel Ralph H. Isham. An unusually fine collection of Bret Harte's writings includes three manuscripts, "The Goddess of the Excelsior," "Daniel Borem," a satire on David Harum, and the poem, "Free Silver at Angels." The first editions comprise the rare issue of "The Pliocene Skull," Washington, D. C., 1871; the extremely rare issue of "Miss. An Idyl of Red Mountain," New York, 1873, and "The Luck of Roaring Camp," Boston, 1870. Other important first editions include Harriet Beecher Stowe's "Uncle Tom's Cabin," Boston, 1852-3, in the original wrappers, of which there are probably not more than four or five copies known in this state; the rare first issue of Shelley's "The Revolt of Islam," London, 1817, in the original boards; an early issue of Oliver Goldsmith's "She Stoops to Conquer," London, 1773; Lamb's "Tales of Shakespeare," first issue of the first edition, London, 1807; same author, "Elia," London, 1823, in the original boards, uncut, an autograph presentation copy by the author to John Clare, and Kipling's "second publication in book form, "Echoes," Lahore, 1884, an excessively rare item. Other rare first editions include the writings of Wilde, Mark Twain, Galsworthy, Shaw, Conrad, Cooper, Eugene Field, Melville, Milne, and

others. There are, also, important autograph letters and manuscripts of American and English authors.

THE PUBLICATION of Charles Dickens's unpublished book, "The Life of Our Lord," has been sanctioned by the family of the late Sir Henry Dickens, the novelist's last surviving child. Sir Henry's will left the manuscript to his wife and allowed the family to decide by majority vote whether to publish it. The family has decided to publish the manuscript this year. Dickens began to write it as a "children's New Testament" in 1846. His purpose was to let his children "know something about the history of Jesus Christ." His family has since treasured the work and never allowed it to go outside of the family circle. Written in Dickens's own hand, the manuscript contains about sixty octavo pages and thirteen chapters. Sir Henry, it is said, wished to publish the work so that children everywhere could share in it. Yet, personally, he felt bound by his father's wish that it be not published.

SHANE LESLIE, lecturer at the University of Pennsylvania under the auspices of the A. S. W. Rosenbach Foundation in Bibliography, says that a number of his wealthy fellow-countrymen in Ireland put their money into rare books and manuscripts instead of in banks or bonds. When the depression came, landlords and creditors were reduced almost to want by the depreciation of their investments, but the owners of libraries of rare books remained wealthy, because an inherited library in some cases was of considerably more importance in saving the family from distress than inherited real estate, stocks and bonds. Apparently these collections were gathered with a thorough knowledge of values, good taste and great skill. In this country similar collections have shown far greater stability than real estate in New York, money in hundreds of banks, and stocks and bonds that had made remarkable records for their dividends and apparent soundness.

THE PREPARATION of a revised text for the new edition of "Pepys' Diary," announced some time ago, is proving a more arduous undertaking than was at first anticipated, and a considerable postponement will be necessary. Mr. Turner, the editor, has come to the conclusion that the only satisfactory

way of ensuring an absolutely reliable text (which is an important part of this undertaking) is to make a re-transcription of Pepys's original shorthand manuscript, obviously a slow process. In order to do this the editor has had to master the Shelton system of "Tachygraphy," which Pepys employed, and though, having done so, he is now making steady progress, it is now estimated that it will require about two years before he has advanced far enough with his work to commence publication.

FOUR HUNDRED AND FIFTY cartoons by Thomas Nast, cartoonist for *Harper's Weekly*, have recently been presented to the Rollins College art department. The cartoons range in date from 1872 to 1886, and were a powerful factor in influencing public opinion in their day. In some respects later cartoonists have followed in Nast's footsteps, for he originated the tiger as the symbol of Tammany, the donkey of Democracy, and the elephant for the Republican party. Some of his anti-Tammany cartoons are classics among cartoonists, representing political satire at its height.

CHARLES BRAGIN, 1525 West 12th St., Brooklyn, N. Y., is preparing a bibliography of "dime novels" published from 1860 to 1900 by Beadle & Company, Frank Tousey, George Munro, etc., and is anxious to hear from collectors of this material.

IN THE *Publishers' Weekly* of January 20 we called attention to a series of pictures of California mining towns, twelve in all, which the Book Club of California is publishing for its members. The secretary of the club requests us to state that "Johnck and Seeger are responsible for Part One only." The series is to include the work of twelve different Western printers, which he thinks is one of the most interesting features of the plan.

## Auction Calendar

TUESDAY EVENING, FEBRUARY 13TH, AT 8 O'CLOCK AND WEDNESDAY, FEBRUARY 14TH, IN THE AFTERNOON, AT 2 O'CLOCK, AND THE EVENING AT 8 O'CLOCK. Collection of first editions, association items, finely bound books, private press books, art publications and other desirable literary material, including the collection of Howard L. Spohn of New York. Union Art Galleries, Inc., 45 West 57th St., New York City.

THURSDAY AND FRIDAY EVENING, FEBRUARY 15 AND 16, AT 8:15. Collection of Paul Hyde Bonner, including first editions and manuscripts of outstanding importance. (Items 286.) American Art Association Anderson Galleries, Inc., 30 East 57th St., New York City.

FRIDAY AND SATURDAY AFTERNOON, FEBRUARY 16 AND 17, AT 2 O'CLOCK. Numismatic books. J. C. Morgenthau & Co., Inc., 23 West 47th St., New York City.



# The Weekly Book Exchange

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Write plainly on one side of paper. The Weekly is not responsible for typographical errors. Illegible "wants" ignored. Each title must begin on a separate

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Munthe. Story of San Michele. Lond. Murray.  
Winslow. Evolution of Modern Public Health Campaign.

**Air Law Review, c/o Wilkins, Wash. Sq., E., N. Y.**  
Books, pamphlets, magazines, prints and engravings on balloons, flying machines and aviation in general.

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**W. H. Allen, 3345 Woodland Ave., Philadelphia**  
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Marti. Religion of Old Testament.  
Morris, Gouverneur. Diary. 2 vols.  
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**M. K. Altman, 1455 Third Ave., New York**  
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**American Autograph Shop, Ridley Park, Pa.**  
Autographs. Historical and Literary. Fine single pieces or large collections, also large quantities of autographed material.  
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Americana before 1750.

**American Baptist Publication Society, 2328 S. Michigan Ave., Chicago**  
Fighting Joe, or Adventures of a Staff Officer.  
Oliver Optic.

**American Merchant Marine Library Association, 67 Wall St., New York**  
Bruce McDaniel. The Desert; God's Crucible.  
Badger Press. 1926.

**Anson Jones Press, 801 San Jacinto, Houston, Tex.**

Brann the Iconoclast. Set.  
Wootten. History of Texas.  
2,000 Miles on Horseback.  
Old Sergeant's Story.  
Century Dictionary. Set.  
Brown. History of Texas. Odd vols.  
Yoakum. History of Texas. Odd vols.  
Am. Hist. Assn. Texas Corres. Odd vols.  
Mizraim. 2 vols.  
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Moliere. Set. Trans. Page.  
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Physiological Optics. Sheard.  
Physiological Optics. Hemholtz.

**Apple Tree Bookshop, Concord, N. H.**  
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Howard, Ebenezer. Garden Cities of Tomorrow.

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**Argosy Book Stores, Inc., 45 Fourth Ave., N. Y.**  
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Lydenberg, H. M. Hist. of N. Y. Public Library.

**Argus Book Shop, 333 S. Dearborn St., Chicago**  
Madame Calderon de la Barca. One each of all editions of Life in Mexico; also any books or material about the author.  
Gregor. Camping in Winter Trails.  
Journal of Louis Hemon.

*Books Wanted—Continued*

**Associated Students Store, Berkeley, Calif.**  
Helen E. Smith. Colonial Days and Ways. 1900. Century.  
Brooks. Olden Time Series:  
No. 2. Days of Spinning Wheel. Ticknor. 1888.  
No. 4. Quaint & Curious Advertisements. Ticknor. 1888.  
Bebel. Woman and Socialism. New York Labor News Co.

**Augustana Book Concern, Rock Island, Ill.**  
R. W. Rogers. History of Babylonia and Assyria. 6th edition.

**Jos. Baer & Co., Hochstr. 6, Frankfurt a.M., Ger.**  
Kirkconnell. North American Book of Icelandic Verse. 1930.  
Huttmann. Establishment of Christianity and Proscript. of Paganism. 1914.  
Tanners Council Edition. Univ. Trade Code.  
Publications of Soc. f. Advancem. of Scandinavian Study. Vols. 1 to 3 later: Scandinavian Studies and Notes. All vols.  
International Studio. 1931 to 1933.

**Baker & Taylor Co., 55 Fifth Ave., New York**  
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Northrup. Register of Bibliographies of the English Language and Literature.  
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Roe. Heart of the Night Wind.  
Sicklen. Benjamin Franklin; Biography. 1820.  
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Williams. Studies in Victorian Literature.  
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Audubon. Birds, 100 parts, 1840-44; Quadrapeds, 31 parts, 1849-54. Also original atlas folio issues both titles.  
Bacheller. Eben Holden. 1900.  
Bierce. Cobwebs. London. 1873; Dance of Death. Author's ed., 1877.  
Blair. Grave. Boston. 1772.  
Bleeker. Works. 1793; Maria Kittle. 1797.  
Brackenridge, H. H. Modern Chivalry. Vol. 3. 1713. All other 1sts. Do not confuse him with his son.  
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Bryant. Embargo. 1808; Poems. 1821.  
Carroll. Alice. New York. 1866. Good only.  
Cooke. Voyages. 2 vols. N. Y. 1774.  
Cooper. Precaution. 2 vols. or vol. 2 only, uncut boards. 1820; Spy, odds or 2 vols. 1821; Pioneer. Boards only. 1823; Mohicans. Boards only. 1826; Prairie. Boards only. 1827.  
Crane. Maggie. Wrappers. 1893.  
Davis. My Freshman. 1883; Gallegher. 1891.  
Dickinson. Poems 1890 and 1891; Single Hound. 1914.  
Dodge. Hans Brinker. 1866.  
Emerson. Offering. 1829; Godwin Ordination. 1830; Letter to Second Church. 1832; Original Hymn (broadside) by the Rude Bridge. 1837; Essays. 1841 and 1844. Fine only.  
Everett. Gettysburg Oration. N. Y. 1863.  
Field. Denver Tribune Primer. 1881; Symbol & Saint. 1886; Book Western Verse, Ltd. 1889.  
Ford. Hon. Peter Sterling. 1894.  
Forester. Warwick Woodlands. 1845; Shooting Box. 1846; Deerstalker. 1849; Quondorn Hounds. 1852. Other sport titles if very fine.  
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Goldsmith. Traveller. Phil. 1768; Deserted Village. Phil. 1771.  
Hale. Man Without Country. 1865.  
Harris. Daddy Jake. 1889; Told by Uncle Remus. 1905.  
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Lewis, Sinclair. Hike & Aeroplane. 1912.  
Longfellow. Voices of Night. 1839; Ballads.

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 Morton. Power of Sympathy. 1789.  
 Otis, Kaler. Toby Tyler. 1881.  
 Paine. Common Sense. Dated Jan. 10, 1886; Crisis. Any original numbers. 1776-1783; Dialogue between Montgomery and American Delegate. 1776.  
 Parkman. Oregon Trail. Fine. 1849; Pontiac. Fine.  
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 Shute. Real Diary. 1902.  
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 Tarkington. Ohio Lady. 1916. All pre-issues.  
 Tome. Pioneer Life. Buffalo. 1854.  
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 Twain. Beadle's Book of Fun. No. 3. 1866; Tom Sawyer. 1876; True Story. 1877; Tom Sawyer Abroad and Detective. 1896; Pudd'nhead Wilson's Calendar for 1894. Other similar rare items.  
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 Illustrated American. 1897 to 1905.  
 Vanity Fair. 1895 to 1905.

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**Book Shop, 216 Cherry St., Jamestown, N. Y.**  
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 Published by Judson Press.

**The Bookshop, 83 South St., Morristown, N. J.**  
 E. F. Benson. Queen Lucia; Lucia in London;  
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**Book Shop, 140 Halsey St., Newark, N. J.**  
 Automobile Blue Book. Southern. 1927.

**Bookshop for Boys & Girls, 270 Boylston St., Boston 17, Mass.**

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 Sterling, A. M. Coke of Norfolk.

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 Campbell. Lives of the Chief Justices of England.

**Brentano's, 63 E. Washington St., Chicago**  
 Alcott. Little Women. Ill. by F. T. Merrill.  
 Dana. Household Book of Poetry.  
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 Dunne. Mr. Dooley in Peace and War.  
 Fox. Blue Grass Cookbook.  
 Henderson. John Percyfield.  
 Mexican War and Its Heroes. 1882.



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Marvels of the Universe. 2 vols.  
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 Mowbray. Sinking of the Titanic.  
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 abridged ed.  
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 Marvel. Reveries of a Bachelor.  
 Powys. Vision & Revision.  
 Protocols & World Revolution. incl. Protocols &  
 Wise Men of Zion. 1926.  
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 nut Burr.  
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 National Geographics. 1888 to 1905.

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**Campbell & Leunig, Inc., 8 E. 12th St., New York**  
 Century Dictionary. 6 vols. 1st ed. 1889 or  
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 Sears on Whistling.

**Capitol Book Store, 206 N. Meridian St.,  
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Narrative of Military Operations of General Joseph E. Johnson.  
Norris. Birthright.  
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Photographic History Civil War. 10 vols.  
Post. Etiquette.  
Poor's Railroad Manuals. 1900-1920.  
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Scott's Antarctic Expedition.  
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Steffanson. Hunters of Far North.  
Thompson's Forms.  
Theosophy Books.  
The Indian; The Northwest. 1901. Chicago & Northwestern Railway.  
Vol. 1. Standard Library of Natural History. Univ. Soc. 1908.  
Voice of Isis.  
Way of the Strong.  
Wilkinson, Mary. New England Nun.  
Wallingford Stories by Chester.  
Watson's Pleading and Practice.  
Webb. Three Thousand Celestial Objects to be Viewed by Telescope.  
White, W. A. Harmony.  
Wyckoff. Studies in Tape Reading.  
Waln, Nora. House of Exile.  
Young's or Strong's Concordance.  
Curtis. Letters From the Teacher; Truth About Evolution in Bible; Twelve Secrets of the Caucasus.

**Casanova, 2611 N. Downer Ave., Milwaukee, Wis.**  
Fisher. Toilers of the Hills. 1st ed.  
Stein. Three Lives. N. Y. 1909; Have They Attacked Mary He Giggled. N. Y. 1917.  
Descriptions of Literature, The As Stable Press.  
A Book Concluding With as a Wife Has a Cow. Paris. 1927; A Village. Paris. 1928.

**Caspar, Krueger, Dory Co., 772 N. Water,  
Milwaukee, Wis.**

Strange. Range Robbers.  
Jenkins. Patricia Brent, Spinster.  
Sue. Wandering Jew. 5 vols.  
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Isaac Watts. Divine Song.

**Central Book Co., 245 Broadway, New York**  
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Austin, Jane. Works. Jefferson Press ed. 12 v.  
Drinkwater. Outline of Literature. 3 vols. cheap.  
Forsythe. History of Italy.  
Johnson. Handbook of Chopin's Works. D. P. 1905.  
Johnson, Martin. Lion. Cheap.  
Jones, S. A. Pertaining to Thoreau.  
Keats, John. Works. Aldine edition.  
Keene. Eclogues of Calpurnius Sicilius.  
Kent. Rollo in Society.  
Keynes. Blake Bibliography. Cheap.  
Kuninosuke. Ivory Carving.  
Lawrence. Biography of James. New Brunswick. 1813.  
Lee, Vernon. Euphorion.  
Lewis, Sinclair. The Innocents. 1st ed.  
Limited Editions Club. 3rd and 4th Years comp.  
McKim, R. H. Gospel in the Christian Year.  
Maas, Price. Black Gods.  
From Manet to Modigliani. Knopf.  
Manhattan Property Owners Blue Book. 1930 or 1931.  
Mansfield, Katherine. Je ne parle pas Francais.  
Marbury. Familiar Flies.  
Martineau. The Atkinson Papers.

**Eugene F. Clark, 343 Elm St., New Haven, Conn.**  
Joaquin Miller. Poetical Works. Boston. 1882;  
William Brown of Oregon. Cleveland. 1883;  
Illustrated History of Montana. Chicago. 1894; Tally-Ho: A Musical Drama. 1883;  
The Silent Man; Oregon Idyl; Tennyson's Faries and Other Stories. Boston. 1889.  
William Dean Howells. George Fuller. Boston. 1886; Doorstep Acquaintance. Boston. 1900;  
Eighty Years and After. 1921; Parting Friends. N. Y. 1911.  
Essays of the Past and Present. Taylor.

A Book of Modern Short Stories. Brewster.  
Innocents Aloft. H. J. Smith.  
Best Short Stories of 1924. O'Brien.  
Enid and Geranint. Illustrated by Doré.  
Miss Parloa's Kitchen Companion.  
Introduction to Robinson Jeffers. Powell.  
Critical Essays. E. Faguet.  
Reaction and Revolution in Modern France. Lowes Dickinson.  
Early Lives of Charlemagne. Camb. Univ. Press.

**Classic Book Shop, 27 Warren, W., Detroit, Mich.**  
Marx, Karl. Capital. Vols. 2 and 3. Kerr.

**Cleveland, O., Rare Books Shop, 1833 E. 13th St.**  
Anything on English Bulldogs.  
Memoirs of Lafayette. Pub. N. Y. 1825. Russell Robbins. Describe fully.  
How to Chalk Talk. H. Rarbell. Pub. by Denison Co.  
Theatre Arts January 1921.

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Schuyler Matthews.

**Robert D. Collyer, 317 University, Palo Alto, Cal.**

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Picturesque America. Appleton.  
Gleason Drawing Room Companion. Vol. 1.  
Ballou Drawing Room Companion. Vols. 13, 14,  
15 and 16.  
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after 1880.  
Eucalyptus Cultivated in United States. McClatchie.  
Still Jim. Morrow.  
Human Voice, Its Divine Nature. Carson.  
Singer's Pilgrimage. Marchesi.  
Fortune. December, 1931.  
50 More Contemporary One Act Plays. Shay.  
Household Discoveries. Morse.  
Harrison Fisher Books.  
Charles Dana Gibson Illustrated Books.  
Rhythm of Life. Paterson.  
Britannica. 11th ed.  
Strange True Stories of Louisiana. Cable.  
Illustrated Dictionary of Gardening. Nicholson.  
Theatre Magazine.  
Cryptogram. De Mills.  
Worcester Dictionary.  
Om. Talbot Mundy.  
Cyclopaedia of Horticulture. Bailey.  
Burns Mantle Plays. Any issue.  
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Anatomy. Thompson. Oxford Press.  
Larned New Ready Reference History. Vol. 8.  
Encyclopaedia Britannica. 14th edition. Vol. 6.

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Durstine. Making Ads. and Making Them Pay.  
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Frederick. Masters of Adv. Copy. 1926.  
Grundlach. Facts and Fetishes in Advertising.  
Greer. Advertising and Its Mech. Prod. 1931.  
Heddon. How Great Cities Are Fed.  
Caples. Tested Advertising Methods. Harper's.  
Cherington. The Consumer Looks at Adv. Harper's.  
Goode Powel. What About Advertising. Harper's.  
Murphy. Merchandising Through Mergers. Har-  
per's.  
Vaile. Economics of Advertising. Ronald.  
Reilly. Marketing Investigations. Ronald.  
Godley-Kaylin. Control of Retail Store Oper't'n.  
Groesbeck. Copy Testing.  
Lockwood. Industrial Advertising Copy. McGraw-  
Hill.  
Southern Pennsylvania. Any local histories of  
early date.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.  
Van Loan's Short Stories Golf "Fore." D.D.  
Abbott's Franconia Stories. Harper. 1852.

Congregational Pub. Soc., 14 Beacon St., Boston  
Heart of the Master. William Burnett Wright.  
6 copies.

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 Rohlf. Chief Legatee.  
 Wells. Bronze Hand.  
 Buchan. Three Hostages.  
 Kenley. Strictly Personal.  
 Waller. Wood-carver of 'Lympus. 1st ed.  
 Canfield. The Homemaker.  
 Times Survey Atlas of the World. Selfridge ed.  
 White. Back of Beyond. Grosset.

**Richard Hurst, 416 Ocean Ave., Brooklyn, N. Y.**  
 Publishers' Trade List Annual for 1905. Any cond.

**A. J. Huston, Bookseller, 92 Exchange St., Portland, Me.**

Andrews. Community Industries of the Shakers.  
 Culbertson. Medical Men and the Law.  
 Deering. Law of Negligence.

## A. J. Huston—Continued

History of the Bank of the U. S.  
 Hughes. Criminal Law. 1901.  
 Humphrey. Mountain Verities.  
 Machias. Centennial. 1863.  
 Stephens. Great Year of Our Lives; When Life  
 Was Young.

**Hyland's Old Book Store, 913 S. W. 4th St.,  
 Portland, Ore.**  
 Our Edible Toadstools & Mushrooms (or any illus.).  
 W. H. Gibson.

**Hyman's News and Book Store, 407 Sixth Ave.,  
 Des Moines, Ia.**  
 Private Life of Louis 14th. Lewis Carrier Pub.  
 Messalina, Roman Temptress. Lewis Carrier Pub.

**Intimate Bookshop, Chapel Hill, N. C.**  
 Transition. Nos. 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12.  
 Joyce's Work in Progress. Any part.  
 Vail. Murder! Murder!  
 Wyndham Lewis. The Enemy. Any issue.

**Geo. W. Jacobs & Co., 1726 Chestnut, Philadelphia**  
 Church in Thy House. Rev. R. W. Clark. Daily  
 Family Prayers.  
 Bibliography of Trollope. Sadlier.  
 Sara Teasdale. Ms. or autog. photo.  
 Meades Headquarters. Lyman.  
 Note Books of Samuel Butler.  
 L'ile Percee. Clarke. Yale.  
 Steaming Up. Vauclain. 1 or more copies.  
 Loti. Siam. Uniform Lib. Ed.  
 Phillips. Sportsman's First Scrapbook.  
 Sadler. Excursions in Victorian Bibliography.

**James Book Store, 516 Main St., Cincinnati, O.**  
 Barnes. Social History of Western World. App-  
 Century.

**Crompton T. Johnson, 84 Trumbull, Hartford**  
 Miner. History of Wyoming.  
 Backus, I. A Church History of New England.  
 Vol. 3. Boston. 1796.  
 Book of Common Prayer. Hugh Gaine. N. Y.  
 1791, 1792.

**Merle Johnson, 65 E. 53rd St., New York**  
 Brine. Madge the Violet Girl.  
 Lowell. Men, Women and Ghosts.  
 Mariners' Library. 1833.  
 Riley. The Boss Girl. In paper covers.  
 Ben King's Verse. 1894. Leather.  
 Bolton. Paddle Your Own Canoe.  
 Bryant. Poems. 5th edition. 1839.  
 Cooke. Rimes to Be Read.  
 Everett. Address. 1863.  
 Gathered Waifs. 1864.  
 Kinney. Keeuka.  
 Lanier. Poems. 1884.  
 Longfellow. There Was a Little Girl; Belfry of  
 Bruges; Voices of the Night.  
 Loveman. Gates of Silence.  
 N. E. Primer before 1800.  
 Ranck. O'Hara and His Elegies.  
 Sill, E. R. Poems.

**Edw. P. Judd Co., New Haven, Conn.**  
 Barclay. Through the Postern Gate.  
 Butler. How the Mind Cures.

**Judson Press, 1107 McGee St., Kansas City, Mo.**  
 White & Hallock's Edition of Paul L. Dunbar's  
 Poems.

**Kaufman-Straus Co., Book Dept., Fourth Ave.,  
 Louisville, Ky.**  
 The Betrothed. Monzoni. Macmillan. 1924.

## Weekly Book Exchange

**Kendrick-Bellamy Co., 16th at Stout, Denver**  
 There Is No Unbelief. Elizabeth York.  
 Case. Formerly published by Ivan Somerville  
 Company, N. Y.

**John G. Kidd & Son, Inc., 19 E. 4th St., Cincinnati**  
 Clean copies, original editions if possible:  
 Oppenheim. Expiation. 1887; False Evidence;  
 The Wooing of Fortune; The Amazing Judg-  
 ment; A Millionaire of Yesterday; The  
 Tragedy of Andrea; The Black Box; For the  
 Queen; Those Other Days; Mr. Laxworthy's  
 Adventures; Mysteries of the Riviera; Aaron  
 Rodd, Diviner; Ambrose Lavendale, Diplomat;  
 Hon. Algernon Knox, Detective; Nicholas  
 Goade, Detective; The Exploits of Pudgy  
 Pete; Chronicles of Melhampton; The Hu-  
 man Chase; Jennerton & Co.

Lynd Ward. Preface to a Million Years.

**Korner & Wood Co., 1512 Euclid Ave., Cleveland**  
 Becker. Calm Mad Man.  
 R. Harding Davis. Princess Illena.  
 Napoleon's Last Voyages.

**Kroch's Bookstores, Inc., 206 N. Michigan Ave.,  
 Chicago, Ill.**

Baedeker. Switzerland. Dated not later than  
 1880.

Born. Einstein Theory of Relativity.  
 Carter. Tomb of Tut-Ankha-Men. 1 set.  
 Coates. Fireside Encyclopedia of Poetry.  
 Crew. A Practical Treatise on Petroleum.  
 Davis, Richard Harding. Letters to His Wife.  
 Dos Passos. 42nd Parallel.  
 Einstein & Minkowski. Papers on Principles of  
 Relativity.  
 Gauguin. Noa-Noa.  
 William Hogarth. Masters of Painting.  
 Perkins. Pinto Horse.  
 Veblen. Higher Learning in America.  
 Walpole. Judith Paris. 1st Eng. trade edition.  
 Ward, A. Encyclopedia of Food.  
 Antoine Watteau. Masters of Painting.  
 Wodehouse, P. G. Any 1st editions.  
 Woolf, Virginia. Orlando. 1st Eng. ed.

**Lauriat-Bartlett & Co., 385 Washington, Boston**  
 Allison, William. The British Thoroughbred  
 Horse. London. 1901.

Becker, F. S. Charts of the Successful Sire Lines.  
 London. 1915.

Donnelly. Great Cryptogram.  
 Jevons. Money and Mechanism of Exchange.  
 McGuffey. Readers.  
 Meek. Winners of the Past and Their Breeding.  
 London. 1907.  
 Wilkins. Fake Psychical Claims.

**Lenox Hill Bookshop, 1186 Madison Ave., N. Y.**  
 New Yorker Album. Numbers 1 and 3.  
 Phillip's American Game Manuals. 1582 to 1925.

**H. K. Lewis & Co., Ltd., 136 Gower St.,  
 London, W.C. 1**

Journal Economic Entomology. Vol. 25, no. 6.  
 Wessler & Jackes. Roentgenology of the Chest.  
 Journal of Agricultural Research. Vols. 1-10.  
 Proceedings of First International Orthodontic  
 Congress. N. Y. 1926.  
 Freud Problem of Lay Analysis.  
 Eberhardt. High Frequency. 8th edition.  
 Proc. of Am. Assoc. for Study of Feeble Minded.  
 1921, 1926, 1930.  
 Philippine Jnl. of Science. Vols. 44, 47 and 48  
 complete; 42, nos. 3, 4; 43, nos. 1, 3, 4;  
 49, no. 1.

**Books Wanted—Continued**

**J. B. Lippincott Co., Philadelphia**  
Wood. Tablet Manufacture.

**Little Old-Book Shop, 29 Leavenworth St., Waterbury, Conn.**  
Book of Old English Ballads. Ills. by Wharton Edwards. Macmillan. 1896.  
History of the Great Rebellion. Vol. 2. Hurlburt Scranton Co. 1864. Calf.  
Rollins History. Vol. 1. Nafis & Cornish. 1846; vol. 3. Robinson & Franklin. 1839.  
Humes. History of England. Vol. 2. 1876.  
Belnap. History of New Hampshire. Vol. 2. 1784.  
Historical items on Farmington, Connecticut.  
Historical items on Vermont.  
Barber's Connecticut Historical Collections. 1st ed. 2 copies.  
Shakespeare's Sonnets. Good 2nd hand copy.  
Voyage Toward the South Pole. James Weddell. 1823-4.  
Voyage in the Southern Seas. Sir James Clark Roso. 1846.  
Voyage of the Discovery. 1905. Scott. 2 vols.  
Heart of the Antarctic. Shackleton. 2 vols. 1909.  
Scott's Last Expedition. 1913. Smith Elders. 2 vols.  
With Scott; The Silver Lining. Taylor. 1916.  
Antarctic Penguins. 1914. Levick.  
Antarctic Adventure. 1914. Priestly.

**B. Login & Son, Inc., 29 E. 21st St., New York**  
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Morrison & Lamont. Adventure. Macmillan.

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Brady's Pictorial History of the Civil War.  
Miller. Photographic History of the Civil War.

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Read (Ed.). Modern Eloquence. 15 vols.

**Frances McLeod Bookstall, 607 N. Milwaukee St., Milwaukee, Wis.**  
Strange Career of Mr. Hoover Under Two Flags.  
Military Memoirs of a Confederate. Alexander.  
Dr. Jolly Boy's A B C. Ill. Jordan Browne. Pub. 1898. Wells, Gardiner Darton.  
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Anything by Lafcadio Hearn.  
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**A. McVickar, 42 Park Ave., Yonkers, N. Y.**  
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Strange As It Seems.

**Ward Macauley's Bookshop, 1432 Farmer, Detroit**  
The Monk. Anne Radcliffe.  
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Dogs of All Nations. Mason.  
Art of Worldly Wisdom. Balthasar Gracian.  
My Book House.  
Mary's Meadow. Published about 1885.  
Books about Lord Chesterfield.

**A. B. Macdonald, 4420 Norledge, Kansas City, Mo.**  
Describe fully, condition, date, etc.  
Reid's Tramp. A journal of ten months' travel through Texas, New Mexico, Arizona, Sonora and California. Selma, Ala. 1858.  
Max Greene's Kansas Region. 1856.  
The Journal of John Udel.  
Wild Life in the West. Capt. James Hobbs.  
Afoot and Alone. Stephen Powers.  
The Great Diamond Hoax. Asbury Harpending.  
The Poker Rubaiyat. Frank Holme.  
Calabasas. James C. Brown.  
Spalding's Annals of Kansas City. 1844.  
Hearn. Some Chinese Ghosts. Boston. 1887.  
Burnett. Recollections and Opinions of an Old Pioneer. 1880.  
A Trip to Pike's Peak & Notes by the Way. Clark. 1861.  
Campbell. Idaho. N. Y. 1861.  
Dimsdale. Vigilantes of Montana. 1866.

**Macey Pub. & Masonic Supply Co., 35 W. 32nd St., New York**  
Blavatsky. Secret Doctrine. Used set.  
Mead. Pistis Sophia.  
Franchezzo. Wanderer in the Spirit Land.

**R. H. Macy & Co., Dept. 22, 34th St. and Broadway, New York City**  
Chaucer. Canterbury Tales with Rockwell Kent illus. 2 vols. Covici, Friede.  
Drinkwater. Mr. Charles, King of England.  
Du Maurier. Trilby. 1st ed.  
Chase. Mexico. 1st ed.  
Beckford, Wm. Vathek. 1st Am. ed. Phil. 1816.  
Boyle. Year Before Last; Plagued by Nightingale. 1st eds.  
Mann. Magic Mountain. 1st Am. 2-vol. ed.  
Nordhoff and Hall. Mutiny on the Bounty. 1st ed.

**Thomas F. Madigan, 2 E. 54th St., New York**  
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Mantzius. History of the Theatre. 6 vols.  
A. Edward Newton. Christmas pamphlets. Early.



Jordan Marsh Co., Book Dept., Boston, Mass.  
Lost in the Great City. Douglass.

H. L. Martin, Bookseller, Catawba San., Va.  
American Book Prices Current.  
Griswold. American Society in the Days of  
Washington. N. Y. 1855.  
Johnson. Am. 1st eds. Revised.  
Rowson. Charlotte.

Jas. F. Meegan, Inc., 1201 Conn. Av., Wash., D.C.  
Anthony Adverse. 1st trade edition.  
Bradbury. Old Sheffield Plate.  
Mellett. The Ellington Brat.  
Shakespeare. Cambridge Edition.  
Smith. Wealth of Nations. Early ed.; Child's  
Book of Old Verses.  
Wirt. Life of Patrick Henry. 2 copies.

F. J. Meine, 1422 N. La Salle St., Chicago, Ill.  
Early American Comic Periodicals.

Isaac Mendoza Book Co., 15 Ann St., New York  
Britten. Old Clocks and Watches.  
Corvo. Chronicles of the Borgias.

Meridian Bookshop, Inc., 6 E. Market, Indianapolis  
Northend. Early American Glass. Dodd.  
Women and Men of the French Renaissance. Lip-  
pincott. 1901.  
Catherine de Medici and the French Reformation.  
Dutton.  
The Later Years of Catherine de Medici. Con-  
stable. London.

Methodist Book Concern, 581 Boylston St., Boston  
Brook Farm. Lindsay Swift. Published by Mac-  
millan in 1900.

Methodist Book Concern, 740 Rush St., Chicago  
Representative Women of Methodism. Charles  
Wesley Buoy. Pub. 1895.

Millers', 64 Broad St., N.W., Atlanta, Ga.  
The Genesis of Evil. Sam Cox.

R. M. Mills' Book Store, 623 Church, Nashville  
John Henry Livingston. Livingston Manor.  
Edward C. Mead. Historic Homes of the South-  
west Mountains of Virginia.  
The Daggett House. Compiled by the Pawtucket  
Magazine.  
Noel Covington. Design in the House.  
Edward Hogoman Hall. Philipse Manor Hall.  
Thomas Alden Glenn. Some Colonial Mansions.  
History of Ye Olde Burnham House. Ipswich.  
Mass.  
Our Forefathers, Their Homes and Their Churches.  
Manors of Virginia; Their Homes and Their  
Churches.  
Maud Burr Morris. An Old Washington Mansion.  
Mrs. Martin W. Littleton. Story of Monticello.  
Housman. Name and Nature of Poetry. 1st ed.

Missouri Store Co., Columbia, Mo.  
Intro. Rhythmic and Metric of Classical Languages.  
Schmidt. In German. Trans. by White and  
Riemenschneider. Ginn.

Edwin Valentine Mitchell, 27 Lewis St., Hartford  
W. S. Crockett. The Original Characters of Sir  
Walter Scott; Abbottsford; Footsteps of  
Scott; The Scott Country; In Praise of Tweed.  
Rhodes. History of U. S. Vol. 3. Harper ed.  
Encyclopedia Britannica. 11th ed. or later.  
Johnstown Flood. R. K. Fox. N. Y. 1889.  
Ruggles of Red Gap. Wilson.  
Rabelais. Old edition. Calf binding.  
Voltaire's Works. In Eng. Old ed. Calf binding.  
Life of S. T. Coleridge. J. D. Campbell. Mac-  
millan. 1894.

## Weekly Book Exchange

### Edwin Valentine Mitchell—Continued

Letters of Charles Lamb. Ed. Ainger.  
Letters of Charles Lamb. Ed. MacDonald.  
History of English Romanticism in 18th Century.  
H. A. Beers. N. Y. 1889.  
History of Same in 19th Century. Beers.  
Literary History of England in End of 18th and  
19th Centuries. Mrs. Oliphant. London.  
1882.  
Romantic Movement in English Poetry. Symonds.  
N. Y. 1909.  
Warner's Library of Best Lit. Vol. containing  
Wordsworth.  
Religion in Wordsworth. Stephen Liberty. 1923.  
Biographical Studies. Bagehot. 1881.  
Methods and Aims in Study of Literature. Lane  
Cooper. 1915.  
Wordsworth's Reading. Lane Cooper.  
Life of Sir Walter Scott. J. G. Lockhart. 2nd  
ed. 1839 or later ed.  
Autobiography Harriet Martineau. 1877.  
Letters J. S. Mill. Ed. Hugh S. R. Elliott. 1910.  
Aubrey de Vere. Wilfrid Ward. 1904.  
Walter Savage Landor. John Forster. Boston.  
Fields and Osgood. 1869.  
Four sonnets dedicated to class of 1907. Prince-  
ton. Van Dyke, Henry. 1907.

H. A. Moos, 1017 Broadway, San Antonio, Tex.  
Psychology of Success. N. N. Riddell. Any.

Moss & Kamin, 1423 Sixth Ave., New York  
Humberston. Spiritism.  
Philosophical & Math. Commentaries of Proclus.  
Taylor.

James, Henry. Golden Bowl. 1st ed.  
Winwar. Poor Splendid Wings. 1st ed.  
Berkman. Prison Memoirs of Anarchist.

National Bibliophile Service, 347 Fifth Ave., N. Y.  
Thorpe. Federal & State Constitutions.

New Deal Book Store, 5 E. 14th St., New York  
Scottish Iron Works. Murphy.  
El Faro (Iron Work). Batuto.  
Merle Johnson's 1st eds. 1932.

New Dominion Bookshop, Charlottesville, Va.  
Anthony Adverse. Hervey Allen. Limited, signed,  
2-volume edition.

Newman Book Shop, Box 191, Westminster, Md.  
Schmidt. Introd. to Rhythm & Meter of Class.  
Lang. Boston. 1878.

New Mexico Book Store, 203 W. Central Ave.,  
Albuquerque  
Prince. Historical Sketches of New Mexico;  
Spanish Mission Churches of New Mexico.  
Oahspe.  
Kidder. Introduction to the Study of South-  
western Archaeology.  
Amsden. Navaho Weaving.  
Anything on New Mexico and the Indians of the  
Southwest.  
Any Quivira Society Publication.

L. I. Newton, 8 Genander St., Auburn, Mass.  
Martial's Epigrams. T. May. 1629.

New York State Lib., Albany, N. Y.  
Brown, C. B. Works. Vols. 5-6. McKay.

Old Book Shop, 25 High St., Pawtucket, R. I.  
The Doll Book. Laura B. Starr.

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Butler Co., Pa. Anything on. Also imprints.  
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Stratton-Porter. Tales You Won't Believe.  
Anthony Adverse. 2-volume edition.  
Letters to His Brother. VanGogh.

**Old Hickory Bookshop, 65 Fifth Ave., New York**  
Korener, Gustave. Autobiography.  
Vicissitudes of Cannon Family.  
Lambert, E. R. Hist. of New Haven.

**Orpheus Book & Music Shop, 41 Astor Pl., N. Y.**  
Hutson. American Etchers Series. All titles.

**I. & M. Ottenheimer, Bk. Dept., 800-802 E. Fayette St., Baltimore**  
Buell's History of Civil and Indian Wars.

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Great Impostors in History. Stoker.  
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Ego and His Own. Sterner.  
Flammenca.

**J. Ray Peck, 34 W. 47th St., New York**  
Hardy. Desperate Remedies. Harper. 1896.  
Green cloth.  
Langer. Foreign Affairs Bibliography.  
Treat. Diplomatic Relations U. S. and Japan.  
Simonds. History World War. Vol. 5.  
Akenside's Poems. Dyce edition.  
Frazer. Golden Bough. 12 vols.  
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**N. A. Phemister Co., 42 Broadway, New York**  
Trever. History of Greek Economic Thought.  
Air Law Review. Vol. 1, no. 2; vol. 2, no. 1.  
Trial Tilton v. Beecher. Vols. 2 and 3. 1875; or same by Abbott. 2 vols.

**Philadelphia, Pa., Book Co., 22 N. 9th St.**  
Wright. Methods Petrographic Microscopic Research. Carnegie Bulletin No. 158.

**Pickwick Book Shop, 225 S. 17th St., Philadelphia**  
Wm. Butler Yeats. All 1sts, mss., etc.  
Melville. Omoo; Israel Potter; Confidence Man. 1st eds.  
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Stuart, Ruth McEnery. Sonny.

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History of Agriculture in the Northern U. S.  
Bidwell & Falconer.  
Lords of the Housetops.

**Charles T. Powner Co., P. O. Box 796, Chicago**  
Origination and Influence of the Thoroughbred Horse. Ridgeway. 1905. Cambridge Press.  
Britton. Cactaceae. 4 vols. Carnegie Inst.  
Huxley. Life and Letters of Thomas Hardy. 2 v.

**Prairie Book Shop, 1806 Farnam, Omaha, Nebr.**  
Luckner. The Sea Adder.  
Sumner. History of American Currency.  
Polyglot Bible.  
Herford, Oliver. Rubaiyat of a Persian Kitten.  
LeBlanc. 813.  
Under Two Flags.  
Biography of T. H. Gallaudet.  
Phillips. Natural Hist. of Ducks. Vols. 1, 2, 3 only.  
He Took It Upon Himself. Sangster.  
Pan and the Fire Bird. Steward.  
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Millay. Early and unusual 1sts.  
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**Enoch Pratt Free Lib., Baltimore**  
Frances Bacon. Lovejoy.

**Princeton University Lib., Princeton, N. J.**  
Brewer. Some Lamb and Browning Letters to Leigh Hunt.  
Hunt, J. H. L. Day by the Fire and Other Papers. Boston. 1870.  
Verplank, G. C. Discourses and Addresses. N. Y. 1833.  
Van Druten, John. Young Woodley. Novel.

**The Printed Page, 2035 12th St., Boulder, Colo.**  
Townshend. Earth.  
Chapin. Outside of the World.

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Books on Guilds.  
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Brill. Psychoanalysis.  
Brown. These Twelve.

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 Brydges Homer. Burlesque. 2 vols. about 1790.  
 Caesar Gallic Wars. Not literal.  
 Castlemon. Carl the Trailer; Rebellion in Dixie;  
 Sailor in Spite of Himself.  
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 Few Dukes.  
 Clifford. Common Sense of Exact Sciences.  
 Cobb. Religion in U. S.  
 Cobham. Excerpta Cypria.  
 Cockburn. History of Cloncurry (Lawless) Family  
 about 1850.  
 Colburn. Locomotive Engine. 1853.  
 Cook. Mohun.  
 Corbett. Some Principles of Maritime Warfare.  
 Defoe. Robinson Crusoe. Early Eng. ed. Row-  
 landson plates.  
 Denmark & Sweden. Story of Nations Series.  
 Donnan. Thermodynamics.  
 Dowd. Negro Race.  
 Eight Harvard Poets. Lawrence Gomme. N. Y.  
 1917.  
 Ellis & Horn. History of World. 10 vols.  
 Eltinge. Psychology of War.  
 Foch. Precepts & Judgments.  
 Fogozzaro. English trans. of Daniele Cartis.  
 Fouque. Undine.  
 Fowler's Arithmetic.  
 Freshfield. De Filippi Rouwenzori.  
 Froelisch. Protestantism and Progress.  
 Gould. American Pistols, American Rifles.  
 Green. In War of the Roses.  
 Greener. The Gun.  
 Gregory. Visions and Belief.  
 Halsted Genealogy.  
 Harnack. History of Dogma.  
 Harrison. Locomotive Engine—Share Its Early  
 Improvements. 1872.  
 Hobson. Squaring of Circle.  
 Hodson. Early History of Venice.  
 Hudson. Purple Land. 1st Eng. ed.  
 Huguenots of Colonial S. C.  
 Humbertson. Spiritism the Hidden Secrets of  
 Einstein Theory of Relativity.  
 James. Woodmen.  
 Jelliffe. Practise of Psychoanalysis; Technique of  
 Psychoanalysis.  
 Jusserand. French Ambassador at Court Charles 2d.  
 Kippax. Call of Stars.  
 Kozminsky. Magic & Science of Jewels & Stones.  
 Kunz. Ivory and the Elephant.  
 Laird. Why We Do Not Like People.  
 Lamb Works. Vol. 1 only or set. Pafraets Book  
 Co. Ed.  
 Lanier. Tiger Lilies.  
 Lawrence. Gleaves.  
 Le May. Pelican Coast.  
 Life & Times of Sir Thos. Gresham.  
 Little Journeys. 1904. Great Philosophers Bk.  
 2. Suede.  
 Lynde. David Vallory.  
 Rackham. Rip Van Winkle. With Drawings.  
 Report of Adjutant General. 1861-65. Tenn.  
 Robinson. Abraham Lincoln as a Man of Letters.  
 Putnam.  
 Taylor. Proclus. Philosophical & Mathematical  
 Commentaries.  
 Tsao Shang-Ling. Lost Flute.  
 Thurlow Weed's Autobiography. 2 vols.  
 Billy Whiskers; Kids; Junior; Travels.  
 Winslow. Long Gallery.

Rand Book Store, 7 E. 15th St., New York  
 Roots. Zamacois.

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 Regina, Canada, Bk. Store, 1829-31 Scarth St.  
 Journ. Alex. Henry (Younger). Ed. Elliott  
 Canes preferred.  
 Notes of 25 Yrs. Service. John McLean. Pub.  
 1849.  
 Any Journals North West Co. or Can. N. W.  
 prior to 1825.  
 Peter Reilly Co., 133 N. 13th St., Philadelphia  
 Gruender. Psychology Without a Soul.  
 Ayscough. Faustula.  
 Key to Wells' Plane Trigonometry.  
 Remington Putnam Book Co., 347 N. Charles St.,  
 Baltimore, Md.  
 Alexander, E. P. Military Memoirs of a Confed'ate.  
 Ball. 3 Days on White Mts. Boston. 1855.  
 Burke. Great Problem.  
 Crawford. Hist. of White Mts. Boston. 1846.  
 Henty. With Buller in Natal; With Roberts to  
 Pretoria.  
 Lindbergh, Chas. Banking and Currency.  
 Rowland, Henry. Novels.  
 Travels of Gov. F. W. M. Holliday of Va.  
 Rochfort's Book Shop, 27 Court Sq., Boston  
 Education of Mr. Pip. Christy.  
 Rodgers Book Store, 258 Fulton, Brooklyn, N.Y.  
 Alcott. Proverb Stories; Silver Pitchers. 12mo.  
 E. Alex. Powell. Struggle for Power.  
 J. H. Rogers et al. Process of French Inflation.  
 Rosenbach Co., 1320 Walnut St., Philadelphia  
 Benjamin Franklin. Poor Richard Almanacs.  
 Hildeburn. Issues of the Pennsylvania Press.  
 1685-1784.  
 Books on early printing in America.  
 Frank Rosengren's, 1741 Sherman, Evanston, Ill.  
 Norris. Pit; McTeague; Octopus.  
 Herrick. Waste; Together; Memoirs of an Amer-  
 ican Citizen.  
 Wharton. Custom of Country; House of Mirth;  
 Age of Innocence.  
 Norris. Salt.  
 Wylie. Jennifer Lorn.  
 Dos Passos. 1919; 42nd Parallel.  
 Book Prices Current 1923.  
 Several cheap copies of all of above titles wanted.  
 Russell's Book Shop, 69 Plainfield, Prov., R. I.  
 Magazines, odd numbers at all times.  
 St. Paul, Minn., Book & Stat'y Co., 55 E. 6th St.  
 Belloc. Cautionary Rhymes.  
 Sather Gate Book Shop, 2271 Telegraph Ave.,  
 Berkeley, Calif.  
 Brent, Charles (Bishop). The Conquest of  
 Trouble.  
 Satyr Book Shop, 1622 N. Vine, Hollywood, Calif.  
 Lowell. The Hessian and Other German Aux-  
 iliaries of Great Britain in Revolutionary  
 War.  
 Calhoun. Social History of the American Family  
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 Roberts. Arundale.



**Books Wanted—Continued**

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 Bryant William Cullen. Picturesque America.  
 Bowie, W. W. Bowie and Their Kindred.  
 Children's Book of Poetry.  
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 Chapman, F. M. Warblers of North America.  
 Julian's Diary.  
 Pierson, Rev. A. T. Godly Self Control.  
 Walton, William. Art and Architecture.  
 Wells, Gideon. Diary of.  
 Texas. Anything on.

**Bennett Schneider, 213 W. 47th, Kansas City, Mo.**  
 Locke. Joyous Adventures of Aristed Pujol.  
 Doyle. Adventures of Brigadier Gerard.  
 Arnold Bennett Journal. Vol. 2. Cheap.

**Schulte's Book Store, 80 Fourth Ave., New York**  
 New York City Directories, prior to 1829.  
 Letters of Father Gratry.  
 Father Hyacinthe's Discourses. 2 vols.  
 Letters of Quirinus.  
 Foot Prints. Vol. 1, nos. 2 and 3; vol. 2, nos.  
 2, 3 and 4; vol. 3, nos. 3 and 4; vol. 4,  
 nos. 3 and 4; vol. 5, nos. 3 and 4.  
 Scientific American. A supplement to volume 62.  
 Printed Sept. 29, 1906.  
 Coleman. On the Psalms.  
 Meyer. Through the Bible Day by Day.  
 Moore. The Nearness of Our Lord's Return.  
 Storrs. Life of Saint Bernard.  
 Twelfth Night. Illustrated, Augustin Daly ed.  
 Huntington, Ellsworth. Climate and Civilization.

**Schuman's, 127 W. Adams Ave., Detroit, Mich.**  
 Meier-Graefe. Van Gogh. Ltd. ed.  
 Propert. Russian Ballet in Western Europe. Cheap.  
 Osler. Incunabula Medica; Bibliotheca Osleriana.  
 Songs of Bilitis. Illus. by Felix. Pierre Louÿs  
 Society. 1928.  
 Thorne Smith. Topper. 1st.

**Richard L. Schwartz, 3603 Main, Houston, Tex.**  
 John Galsworthy. Modern Comedy; Forsyte  
 Saga. English 1sts.

**Scrantom's, 334 Main St. E., Rochester, N. Y.**  
 Lafcadio Hearn. Two Years in French West  
 Indies.

**Charles Scribner's Sons, 597 Fifth Ave., N. Y.**  
 Adler. Study of Organ Inferiority.  
 Art News. Special Annual Number for 1929.  
 Baxter. Pioneers of New France in New England.  
 Bourke. On the Border With Crook.  
 Collector. January, 1930, issue.  
 Doolittle. Practical Astronomy as Applied to  
 Geodesy and Navigation.  
 Frank, W. Virgin Spain; Salvos.  
 Hibbard. History of the Public Land Policies.  
 Ingersoll, R. G. Essay on Bourbon Whiskey.  
 Life of a Doll. II. by Burney.  
 Maeterlinck. Unknown Guest.  
 Meredith. Up to Midnight.  
 Mittelstaedt. Technical Calculations for Sugar  
 Works.  
 Moses. Children's Books and Reading.  
 Nordhoff & Hall. Mutiny on the Bounty. 1st ed.  
 Norwood, R. Modernists.  
 Report of the Philippine Commission. 3 vols.  
 Stevenson. Travels With a Donkey; Master of  
 Ballantrae. Red limp leather biog. ed.  
 Thompson. Alice of Old Vincennes. II. by H. C.  
 Christy.  
 Wells, D. A. Recent Economical Changes.  
 Werner. Myths and Legends of China.

**Searles' Book Shop, Medina, O.**  
 Robinson. Tristram. First trade edition.

**Charles Sessler, 1310 Walnut St., Philadelphia**  
 Stow's London. Quarto edition.  
 Books by Basil Lubbock.  
 Barbara Visits Oxford.  
 Powys. Mr. Weston's Good Wine. 1st Eng. ed.  
 Class Prophecy. Hemingway.  
 Poems of Emily Bronte. Edited by Clement  
 Shorter. Arranged by Hatfield.  
 Life and Letters of the Brontes. Clement Shorter.  
 Punch's Almanac. 1857.  
 Robert Nathan. 1st editions.  
 Kokka Magazine. Old numbers.  
 Spills and Thrills. Paul Brown Arthingee.  
 Correspondence of Brahms and Heinrich and  
 Elisabeth Herzogenberg.  
 Crock of Gold. James Stephens. Drawings by  
 Wilfred Jones. 1922.  
 Old books on Violins and Violin Makers.

**Shapiro's Book Shops, 7 Beach St., Boston, Mass.**  
 Massachusetts Beautiful. Wallace Nutting.

**Sharman Bookstores, 1203 Pacific, Tacoma, Wash.**  
 Log of Ship T. F. Oakes. 1885.  
 Bowditch Navigator. Eng. ed. about 1810.

**Shepard Bk. Co., 408 S. State St., Salt Lake City**  
 Bulletin 408 U. S. Geological Survey.  
 Root and Connelley's Ovel and Stage.  
 Rise and Fall of Susan Lenox. 1st ed.

**Sherwood's, Inc., 24 Beekman St., New York**  
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 E. S. Ellis.

Anthony Adverse. 2 vols.  
 Gone to Earth. M. Webb.  
 Ship Models: And How to Build Them. C. G.  
 Davis.

Behind the Scenes with Medicines. Abbott.  
 John Boyle O'Reilly. J. J. Roche.  
 Cent. Dict. 6 vols. 1st ed.  
 History of Greenbacks. Mitchell.  
 American Gold Quotations. 1862-1869.  
 Gold, Prices and Wages under Greenback Stand-  
 ard. Mitchell.  
 Investigation into the Cause of the Gold Panic-  
 War. 1870.

Hunt's Merchants Magazines. 1862-1879.  
 Commercial and Financial Chronicles. 1865-1879.  
 Classification and Usage of Fingerprints. Henry.

**Siler's, Inc., 1000 Canal St., New Orleans, La.**  
 Thiess. Gateway to Life.  
 Dooven. Modern Cook Book. 2 copies.

**Silhouette Book Shop and Lending Library,**  
 Plaza Court, Oklahoma City, Okla.  
 Fernandez, R. Messages.

**Challiss Silway, 1328 1/2 5th St., Santa Monica, Cal.**  
 Noyes. Collected Poems. Stokes. Vol. 1 only.  
 Annals and Magazine of Natural History. Vol. 7  
 only.

Gibbon, Percival. Adventures of Miss Gregory.  
 Grimshaw, Beatrice. The Terrible Island.

**John Skinner's Bk. St'e, 15 Steuben, Albany, N.Y.**  
 Brearley. Time Telling Through Ages. 1919.

**Clarence W. Smith, 343 East Av., Rochester, N.Y.**  
 Farrow. Camping in the Trail.  
 Ingalese. Fragments of Truth.

**A. H. Smythe, 1334 Spruce St., Berkeley, Calif.**  
 Pepper and Salt.  
 Brooks. Old Time Series. Vols. 2, 4.  
 History of Dress in America.  
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 Hakluyt's Voyages.

**A. J. Souweine, 611 W. 177th St., New York**  
Chess Items and Chess Curios. Any.

**Stanford Bookstore, Stanford Univ., Calif.**  
Moll, Albert. Hypnotism. 1904.

**G. E. Stechert & Co., 31 E. 10th St., New York**  
Agassiz. Cruises of the Blake. 1877-80.  
Bates. English Hist. Told by English Poets.  
Davis, A. J. Nature's Divine Revelations.  
Ernle. Light Reading of Our Ancestors.  
Erskine. Shadowed Hour. 1917.  
Flavel. Fountain of Life.  
George. England in Johnson's Day.  
Gilbreth. Motion Study.  
Hawes. Crete, the Forerunner of Greece. 1909.  
Kaufman. Once in a Lifetime. 1930.  
Morse. World of Knowledge. 1928.  
Nat. Council of Teachers of Math. Yearbook.  
3 copies.  
Nat. Foreign Trade Convention Reports 1-2.  
Reynolds. Nature in English Poetry. 1909.  
Science of Beauty.

**L. Stegner, 1029 S. 32nd St., Omaha, Nebr.**  
Fine firsts only:  
R. Aitken. Essay on the Character, Manners and  
Genius of Women. 1774. Phila.  
Cather. My Antonia.  
Aldrich. A Lantern in Her Hand.  
Americana Catalogues.

**E. Steiger & Co., 49 Murray St., New York**  
Grimm. The Construction Apoxoinou in Works  
of Horace.  
Amer. Machinist. Nos. 12 and 30 of 1932.  
Heating and Ventilating. 30/1933 No. 9. With  
article: Silicia Gel.  
Engineering News Record for 1933 comp. 2 cop.

**W. K. Stewart Co., 550 S. 4th Ave., Louisville, Ky.**  
Miss Jennie Benedict's Cook Book.

**Harry Stone Bookshop, 24 E. 58th St., N. Y.**  
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Johannes Rutgers. The Sexual Life and Its Bio-  
logical Significance.

**Strawbridge & Clothier, Bk. Dept., Philadelphia**  
Beaton. Jack Robinson. 1st Eng. ed.  
Brittain. Testament of Youth. 1st Eng. ed.  
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**Students Book Corp., Pullman, Wash.**  
Pammel. Poisonous Plants.  
Dakin and Dunham. Handbook of Antiseptics.

**Studio Book Shop, 305 N. 20th, Birmingham, Ala.**  
Anderson. My Thirty Years' War.  
Book House. Vols. 1 and 2.  
Brant's Iconoclast. Set.  
Kerner. The Seeress of Prevest.  
Crucifixion from a Lawyer's Standpoint.  
Stobart. Glory That Was Greece; Grandeur That  
Was Rome.

**Syracuse, N. Y., Univ. Bk. Store, 303 Univ. Pl.**  
Woodward. Probability and Theory of Errors.

**Tacoma, Wash., Public Library**  
Delaisi. Political Myths and Economic Realities.  
Viking.

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Poems. Knopf.  
Tylor. Primitive Culture. Brentano.

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Blunden. Leigh Hunt's Examiner.  
Berton. Real Sara Bernhardt.  
Bayley. Complete Photographer.  
Baldry. Practice of Water Colour Painting.  
Holmes. Notes on the Art of Rembrandt.  
Hasluck. Wood Carving.  
Gauguin. Letters of.  
Forst-Battaglia. Dictatorship on Its Trial.  
Dahl. Selling Public Hospitality.  
Copestake. Theory and Practice of Massage.  
Cobb. Glands of Destiny.  
Young. Ceramic Art.  
Wright. Treatise on Color.  
Webster. Quilts.  
Symons. Studies on Modern Painters.  
Skariatina. World Can End.  
Rosenberg. Practical Art.  
Rose. Jewelry Making and Design.  
Rockstro. General History of Music.  
Robinson. Electric Ship Propulsion.  
North. Camp and Camino in Lower California.  
Moreau-Vauthier. Technique of Painting.  
Moore. Foundations of Psychology.  
Miller. Jungles Preferred.  
Middleton. Remains of Ancient Rome.  
Massey. New and Original Magic.  
Marx. Capital. International Pub.  
Littlejohn. Ornamental Homecrafts.  
Dixon. Elementary Properties of the Elliptic  
Functions.  
Herrick & Crosby. Laboratory Outline of Neu-  
rology.  
Bradbrook. Elizabethan Stage Conditions.  
Pope. Laird of Abbotsford.  
Hopkins. The Chemistry of the Rarer Elements.  
Standardized Textbook of Barbering.  
Turner. Appreciation of Painting.  
Ward. Color Harmony and Contrast.  
Waters. Artists of the 17th Century.  
Essas-Bey. OGPU.  
Fraser. Sixty-three Unpublished Designs.  
Gershenfeld. Bacteriology and Sanitary Science.

**Their Book Shop, 5 Pikes Peak Ave.,  
Colorado Springs, Colo.**  
Cameron. Seven Purposes; Lessons From Seven  
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**Thoms & Eron, 89 Chambers St., New York**  
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Farrar. Life of Christ. 2-vol. edition.  
Seiss. Miracle in Stone.  
Foolish Dictionary.  
Smith. Poems of Home and Country. 6 copies.  
Memories of Harrigan and Hart.



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Mayhew. Illustrated Horse Doctor.

Tulsa, Okla., Book Shop, 517 S. Main St.  
White. Hell Along the Border.  
Cournos. Winthrop.  
Taylor. Life Pictures.

Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.  
Songs for a Little House. Morley.  
Brimstone and Chili. Beals.

Union Book Co., 257 State, Schenectady, N. Y.  
Other Ways and Other Flesh. E. O'Shaughnessey.  
Ralph W. Trine. In Tune with the Infinite.

Union News Co., Bk. Dept., 131 Varick St., N. Y.  
Isabella of Castile. Major General O. O. Howard.

Union Theol. Sem. Bk. Service, 3041 B'dway, N.Y.  
Birney. Grimke Sisters.  
Coatesworth. Cat Who Went to Heaven.

United Lutheran Pub. House, 860 N. Wabash Ave., Chicago, Ill.  
Keyser, Leander S. The Problem of Origins.  
Quote price and describe condition of book.

University Book Store, Univ. Park, Los Angeles  
Weston. From Ritual to Romance. Cambridge.  
Fairy Tales Every Child Should Know. Ed. Mabie.  
Ill. Blanche Ostertog. 1906. Doubleday.  
Leather.  
Hulbert. Treasures of a Hundred Cooks. 1927.  
Bentinck. Ex-Kaiser in Exile. Doran. 1921.

University of Georgia Gen. Lib., Athens, Ga.  
McClure, S. S. Autobiography.  
Phillips. Splendor of the Heavens.

University of Toronto Lib., Toronto 5, Can.  
Baker. Develop. of Shakespeare as a Dramatist.  
Sampson. Studies in Milton & an Essay on Poetry.  
Symonds. Revival of Learning. Renaissance in Italy.  
Thayer. Best Elizabethan Plays.  
Decker, Malcom. Benedict Arnold.

Van Norman Book Co., 1415 Howett, Peoria, Ill.  
Bicycles, cycling. Anything relating to.  
Bishop Philander Chase, Jubilee College. Anything.  
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Kipling. From Sea to Sea. 2 vols. N. Y. 1899. Correct points; Kim. N. Y. 1901. Nice copies.

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Mitford. Our Village. Decorated cloth. London. 1893.  
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A. C. Vroman, 329 E. Colorado St., Pasadena, Cal.  
Life and Letters of Walter H. Page. Large paper edition.  
Brittain. Testament of Youth. 1st English ed.  
Allen. Anthony Adverse. 2-vol. trade ed.  
Ingalese. Mata the Musician. Pub. by Occult Press.  
Buck. Good Earth. 1st edition.  
Shirley Letters. Pub. by Grabhorn.  
Stevenson. New Arabian Nights. Biograph. ed.  
Limp green; In the South Seas. Biograph. ed. Limp leather green.  
Steinmetz. America and the New Epoch.

George Wahr, 103-105 N. Main, Ann Arbor, Mich.  
Seton. Birch Bark Roll of Woodcraft.

Walnut Book Store, 132 S. 9th St., Philadelphia  
Anatole France. Autograph edition. N. Y. 1924. Odd vols. Boards.  
Dumas. Vol. 18 of Navarre Ed. L. B. & Co.  
Light green or gray buckram.  
Life of Beethoven. Thayer.

Frank Walters, 512 Grand Central Palace, N. Y.  
Findlay. House Plants. Appleton.  
Stout. Amateur's Book of the Dahlia.

John Wanamaker, Book Dept., 9th St. at Broadway, New York  
The Road to Love. Eleanor Meherin.  
Bide-a-Wee.  
My King and His Service.  
Culbertson for Morons.

Warner Bros., Story Dept., 321 W. 44th, N. Y.  
William H. Upson. Alexander Botts; Earthworm Tractor; Earthworms in Europe. American editions preferred.

Washington Book Shop, 1012 Rush St., Chicago  
In Quest of Sun. Gerbalt.

J. R. Weldin Co., 413 Wood St., Pittsburgh, Pa.  
Van Loan. Old Man Curry.

Edgar H. Wells & Co., 602 Madison Ave., N. Y.  
Letters of Abigail Adams. 1st ed.  
Adams. 1st eds. of Democracy; Esther; History of the U. S.; Mont. St. Michel.  
Adams. Council & Courts in Anglo-Saxon England.  
Andrews. Our Earliest Settlements.  
Bacon. Sermon on the Mount.  
Besant. Art of Fiction.  
Brumbaugh. Life of Christopher Dock.  
Bunau-Varilla. Great Adventure of Panama.  
Bunin. Gentleman from San Francisco. Tr. Lawrence.  
Burton. English Earthenware & Stoneware.  
Compayre. Horace Mann and Public School.  
Dennett. Americans in Eastern Asia.  
Filton. Fern Lover's Companion.  
Findlater. Tales That Are Told.  
Franklin's Autobiography. Intr. Wilson. 1901.  
Hale. Six Stories and Some Interludes.  
Kiddier. Study of Southwestern Archaeology.  
Allan Pinkerton. 1st eds. of detective stories.  
Richter. Sculptors of the Ancient Greeks.  
Tyler. Cradle of the Republic; Williamsburg.  
Whitridge. Critical Ventures in French Literature.

Wesleyan Univ., Olin Library, Middletown, Conn.  
Traubel. With Walt Whitman in Camden. Small. 1906.



## Weekly Book Exchange

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Bankers' Magazine. All Financial Periodicals.  
Medical and Law Journals.

**Woodward & Lothrop, Bk. Dept., Washington, D.C.**  
Reflections of Ambrasine. Elinor Glyn.

**Richard S. Wormser, 22 W. 48th St., New York**  
Aeronautics. Please continue to quote books and  
pamphlets, any period.

Alabama Hist. Commiss. Report 1909.  
American Navigation before 1850.

Boone, H. O. Index Key to Texts of Ann. Reports  
of Mass. Ins. Comm. Boston. 1931.

Brown, Paul. Spills and Thrills.

Chapman, John J. Greek Genius.

Glassmaking. Pamphlets, books.

Hinsdale, Burke A. Old Northwest. 2 vols.  
N. Y. 1891.

Odell. Annals N. Y. State. Vols. 5, 6, 7.

Phillips, R. R. Small Family Houses. Arch.  
Forum.

Salt. All on subject.

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Wisconsin Hist. Soc. Bull. Inform. 94. 1918.

Cash for material on out-of-the-way subjects.

**Ye Olde Book Shoppe, 912 Broadway, San Diego**  
Hiscox. Mechanical Movements. 1926. Henley.  
Jackson, Helen Hunt. Ramona.

**Ye Olde Book Shoppe, 767 E. Colorado, Pasadena**  
Kaupp. Poultry Diseases. 5th ed.

**Young Books, Inc., 714 Madison Ave., New York**  
Miscellaneous Writings of Late Hon. Joseph P.  
Bradley and a Review of His Judicial Records.

Anthony Adverse. 1st edition.

Bird of Dawning. Masefield. Eng. 1st.

Humphreys. Weather Proverbs and Paradoxes.

**William H. Ziesenitz, 532 Warren, Hudson, N. Y.**  
Moods of Earth and Sky. E. L. G. Wilson.

**A. W. Zimmer, 22 E. Hamilton St., Baltimore**  
Michael Dalton. Country Justice. Am. ed., prior  
to 1700.

**Zobel Book Service, P. O. Box 49, Hudson**  
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Please requote as our post office station was  
omitted in our ad of Jan. 27.

Crawford. North Dakota History. 3 vols.

Harwood. Hist. of East. Connecticut. 3 vols.

Raymer. Montana, Land & the People. 3 vols.

Sheldon. Nebraska, Land & the People. 3 vols.

Thoburn. Oklahoma, Hist. of State & People.  
4 vols.

State, County and Municipal Histories wanted,  
published by the Amer. Hist. Soc., Lewis  
Hist. Pub. Co., etc.

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Risler. Housing of the Working Classes in France.  
Singer. Epistolary Novel.  
Birrell. Three Essays.  
Print Collector's Quarterly. Vol. 7, no. 4. 1917.  
Strunsky. Sinbad and His Friends.  
Daly. The Hidden Hand.  
Vondel. Lucifer. Trans. Van Noppen.  
Monohan. Benigna Vena.

**M. J. Whaley, 15 E. 57th St., New York**  
Antiquarian Magazine. December, 1930.  
Creative Art. November, 1931.

**Whitlock's Book Store, New Haven, Conn.**  
Amphibia, Judith River and Fox Hills Beds. Cope.  
Champsosaurus, Osteology. Brown.  
Crocodile, Judith River Beds. Holland.  
Dinosaurs, Ft. Pierre Shales. Douglass; Laramie;  
Cope.  
Fort Union Beds Vertebrates. Douglass.  
Reptilia. Fort Union Beds. Cope; Fox Hills Beds.  
Cope; Judith River. Cope, Leidy.  
Turtles, Judith River Beds. Hay.  
Aurelius, Marcus. Meditations.  
Allen. Anthony Adverse. 1st.  
Beers. Atlas of Litchfield.  
Ball, B. L. Three Days on the White Mountains.  
Crawford, Lucy. History of the White Mountains.  
Clews. Fifty Years in Wall Street.  
Dubois. Mechanics of Machinery.  
Etching, books about.  
Emerson. Centenary Edition.  
Galsworthy. Any used copies.  
Genealogies: Tapp Family; Abbott; Goodwins of  
Hartford, 1891.  
Armstrong, J. L. Chronicles of the Armstrongs.  
1902.  
Gordon, A. Fr. Eng. Med. Dict.  
Isham & Brown. Old Houses of Connecticut. 1900.  
Hadow. Oxford History of Music; or odd vols.  
Kerfoot. Pewter. 3 copies.  
Learned, H. B. The President's Cabinet.  
Mason D. G. Art of Music.  
Peacocks on Parade. Used copy.  
Sydenham, Thomas. Works. Phila. 1809.  
Tools. Any old catalogues on.  
Talmadge, Dewitt. Anything on.  
Comstock, Samuel. Mutiny of the Whaling Ship  
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Wilson. George Washington.

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